

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries



MARCH 7, 1931

Reference Dept.
7th Floor

Number 10



Mr. Henry Cohn
Automatic Linker, Inc.
125 West 45th Street
New York, N.Y.

Dear Sir:

You have asked the result of our experience with your Automatic Linker. It is now one year since this machine went into service in our sausage factory. In reviewing the results obtained during this period we appear to have developed certain advantages of the machine linking over hand linking. There is, of course, uniformity with respect to linking over second, more than forty percent and this without adding labor in any other direction.

The service you have supplied with respect to the Linker has been adequate and therefore protects our investment in the machine and maintains proper maintenance cost.

On a timed run made recently, it is reported to me that the machine linked eleven hundred and twenty-five pounds of product in one hour. It is appropriate therefore, to say that up to date we are pleased with the machine, your service and the net results.

Very truly yours,
J. A. Snyder
F. T. C. Co.

By

FSC:O

AUTOMATIC LINKER, INC.
125 West 45th St New York City

PHONE: BRYANT 9-9048



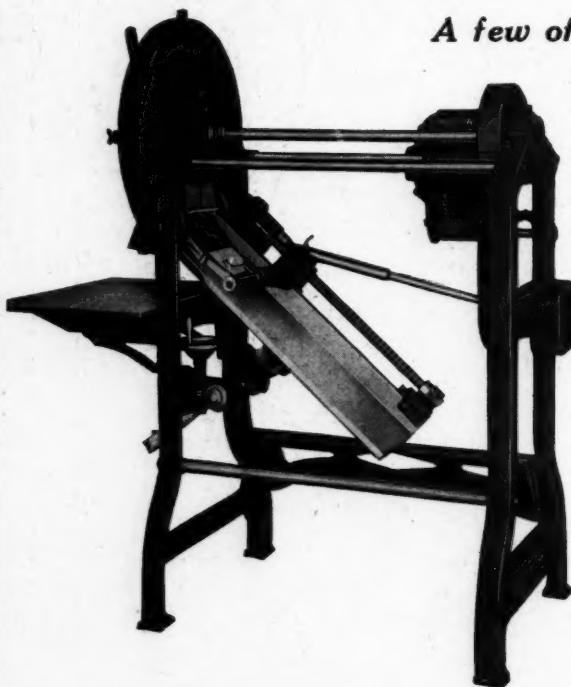
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| KEANE-LOFFLER, Inc. | Benning, D. C. |
| GEO. KERN, Inc. | New York, N. Y. |
| OSCAR MAYER & CO. | Madison, Wis. |
| WILSON & CO. | Oklahoma City, Okla. |
| MARSH & BAXTER, Ltd., Brierley Hill, Staffs, Eng. | |
| UNITED SAUSAGE CO. | Boston, Mass. |
| HYGRADE FOOD PRODUCTS CORP., Klinck Packing Div. | Buffalo, N. Y. |
| GAINER'S, Ltd. | Strathcona, Atla, N. F. |
| OSWALD & HESS CO., Inc. | Pittsburgh, Pa. |
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H.P.S. NEWS

C. CARR SHERMAN, Editor

Vol. 2

March 7, 1931

No. 6



John W. Rath

John W. Rath, at the age of 26, became president of the Rath Packing Company, Waterloo, Iowa.

To him fell the task of financial management. But the combined job of bookkeeper and cashier wasn't sufficiently exacting to take up all the wakeful hours of the day.

So John Rath, the young president, assisted in the buying of livestock, and in the weighing, made out shipping orders, acted as shipping clerk—and when E. F. piled up more finished product than the orders on hand called for, packed his shirt and collar and sallied forth as head of—and body and soul of—the sales force.

John W. Rath, former bookkeeper and man about the place, looks over his immense plant today, alive with human energy, and today, no less than in 1898, his finger touches every department and every branch of the business.

Diversion? Certainly! J. W. swings a mean golf stick. But watch him grin when you remind him of the day

his office boy beat him in one of the annual packing house tournaments!

Civic affairs, however, have been his chief interest outside of his business; civic betterment, his hobby. For 20 years, John W. Rath has taken from his manifold duties to give his time to the municipality in its publicly owned water works plant. Chairman of the board of trustees, he is, in large measure, responsible for the immense success of this municipal venture.

Whatever it is—the Community Chest, a new Y. W. or Y. M. C. A. Building, or any other worthwhile enterprise, John W. Rath is found in the front ranks, not only with his own personal contribution, which is always large, but with his jovial smile and driving force contributing largely to the success of such ventures.

We Almost Miss a Publication Date

This is written from a ringside seat in a nice hospital. Your editor has just had some plain and fancy carving done and is going through that stage which the internes jokingly refer to as convalescence.

Convalescing is our idea of nothing to do and a couple of centuries in which to do it. There's little contact with the outside world. The only thing pleasant about the whole business is the nurse. And even she comes in for a couple of bitter scowls when you remember how she stole your shoes and sox on you—stole 'em the minute she found out you could totter around a bit on your own. Things have come to a pretty pass when a full grown man has to sneak his own shoes away from some starched custodian who wouldn't think of letting anything interfere with her important business of eating.

But maybe I'd better calm myself before she vindictively steals the bed from under me.

Anyway, the worst is over and we haven't had to miss the publication date of H.P.S. News.

So, if you'll pardon our digression from the stern business of selling packers papers, we'll sink back into the pillows and do a little more intensive convalescing.

An Old Story

—But Aren't All Good Ones?

For many a year, we've been telling you about H.P.S. Packers Papers. For more than a quarter century we've been serving the packing industry of America with its most protective wrapping papers.

It's an old story—but we believe the most progressive packers want to hear it.

H.P.S. Papers are all quality papers, and leading packers have found they can effect real savings in buying their papers direct from us.

We'd like to tell you the full story of H.P.S. oiled and waxed papers—show you how economical they are—and send samples of various papers cut to your size so that you can make practical tests. May we?

Just send us samples of the papers you've been using and tell us the purpose for which you use them.

No obligation.

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THE NATIONAL Provisioner

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Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

Vol. 84. No. 10

MARCH 7, 1931

Chicago and New York

Distribution Census Figures Prove This Is a New Era in Food Distribution

Food continues in its dominant position in the retail sales of the country, as shown by further preliminary reports of the 1930 Census of Distribution, covering business done in 1929.

Meat constitutes the largest single item in these food sales.

In the smaller cities, where it is apparent that the surrounding countryside buys a goodly proportion of its automobiles and automotive supplies, the value of this class of retail trade supersedes that of food. These same rural buyers produce a larger proportion of their own food needs than does the city or town dweller.

On the other hand, in the larger cities, where the trade served is more of a business and industrial public, food frequently takes first place.

The more returns that are available, the more it is apparent that retail food distribution is through the general food store rather than the specialized store.

Grocery stores have added fresh meat departments and some bakery lines, while meat markets have added grocery and produce lines. In practically all the cities and towns reported on in the tables shown here *grocery stores with meat departments*, even though smaller in number, had sales outranking *grocery stores without meat departments*.

Business Done by Chains.

In retail sales of all kinds it is shown that chains and multiple store organizations have been found to do about 20 per cent of the business. This varies slightly in the different states, but more widely in the various cities and towns in individual states.

For example: In California, where the average of chain store business done appears to be slightly smaller than in Illinois, Indiana and Michigan, chains did only 9 per cent of the retail business in one town, while in another they did 42 per cent.

In Illinois, the chain business ranged from a low of 10 per cent in Calumet City to a high of 30 per cent in Evans-ton and Peoria.

Indiana towns and cities ranged from a low of 9 per cent of chain business in Bloomington to a high of

31 per cent in Marion, with 41 stores.

In Michigan, Mount Clemens showed a low of only 11 per cent, while Lincoln Park showed 36 per cent of its total retail business being done by chains and multiple stores. The state of Washington shows much the same story.

Food Sales in Five States.

The following tables reflect the situation in meat and total food sales in five states, as shown by the preliminary reports on towns and cities in those states so far issued:

FOOD SALES AND OUTLETS IN 20 ILLINOIS TOWNS AND CITIES.

| | Total food sales. | P. C. of all retail sales. | Grocery stores with meat departments. | | Meat markets. | |
|-----------------|----------------------|-------------------------------|--|-------------|---------------|------------|
| | | | No. | Sales. | No. | Sales. |
| Alton | \$4,379,640 | 29 | 84 | \$2,519,266 | 14 | \$ 683,175 |
| Belleville | 2,854,454 | 24 | 18 | 391,282 | 30 | 886,383 |
| Blue Island | 2,292,390 | 24 | 20 | 741,447 | 9 | 518,755 |
| Calumet City | 863,757 | 46 | 20 | 525,893 | 2 | 91,600 |
| Canton | 1,939,000 | 30 | 20 | 679,634 | 10 | 280,178 |
| Champaign | 3,405,110 | 19 | 36 | 1,754,831 | 10 | 329,850 |
| Chicago Heights | 3,707,309 | 31 | 28 | 849,626 | 32 | 884,182 |
| Decatur | 8,556,395 | 27 | 145 | 3,704,513 | 33 | 1,355,559 |
| East Moline | 1,783,745 | 27 | 21 | 622,217 | — | — |
| Elmwood Park | 692,231 | 57 | 11 | 276,918 | 3 | 104,963 |
| Evanston | 18,620,507 | 29 | 24 | 2,489,919 | 50 | 2,885,354 |
| Galesburg | 4,541,363 | 24 | 65 | 2,581,005 | 15 | 915,229 |
| Granite City | 3,975,022 | 20 | 59 | 2,894,533 | 1 | 175,191 |
| Harrisburg | 751,622 | 17 | 26 | 530,155 | 4 | 104,213 |
| Jacksonville | 1,867,738 | 20 | 23 | 549,032 | 11 | 308,701 |
| Kankakee | 3,791,674 | 25 | 42 | 1,785,976 | 4 | 494,692 |
| Kewanee | 2,583,056 | 27 | 24 | 1,069,421 | 8 | 334,349 |
| La Salle | 2,161,030 | 24 | 18 | 691,135 | 14 | 642,706 |
| Lincoln | 1,675,578 | 28 | 13 | 382,745 | 7 | 237,160 |
| Moline | 4,050,948 | 20 | 42 | 1,219,820 | 22 | 1,022,797 |
| Ottawa | 2,305,371 | 25 | 13 | 504,184 | 8 | 283,463 |
| Pearl City | 14,154,101 | 20 | 177 | 6,304,257 | 55 | 2,412,682 |
| Quincy | 5,023,361 | 22 | 81 | 2,770,060 | 23 | 627,015 |
| Rock Island | 4,387,240 | 24 | 41 | 1,071,055 | 24 | 846,564 |
| Rockford | 13,483,737 | 24 | 101 | 3,998,736 | 70 | 2,944,920 |
| Springfield | 10,755,991 | 24 | 140 | 4,208,015 | 53 | 2,377,000 |
| Sterling | 1,621,493 | 25 | 9 | 285,504 | 6 | 357,246 |
| West Frankfort | 1,890,412 | 32 | 66 | 1,618,545 | 2 | 74,467 |
| Waukegan | 5,719,598 | 24 | 41 | 2,310,246 | 21 | 1,235,660 |

FOOD SALES AND OUTLETS IN 16 CALIFORNIA TOWNS AND CITIES.

| | Total food sales. | P. C. of all retail sales. | Grocery stores with meat departments. | | Meat markets. | |
|-----------------|----------------------|-------------------------------|--|------------|---------------|------------|
| | | | No. | Sales. | No. | Sales. |
| Burbank | \$1,462,983 | 23 | 19 | \$ 683,681 | 12 | \$ 169,071 |
| Compton | 1,581,493 | 28 | 11 | 571,023 | 7 | 185,543 |
| Eureka | 2,568,834 | 21 | 5 | 363,412 | 18 | 617,990 |
| Fresno | 9,558,448 | 18 | 51 | 2,085,008 | 68 | 1,612,188 |
| Fullerton | 1,305,510 | 19 | 10 | 524,073 | 7 | 201,262 |
| Huntington Park | 2,307,387 | 20 | 18 | 1,035,257 | 11 | 366,606 |
| Long Beach | 15,976,114 | 20 | 195 | 6,655,526 | 109 | 2,111,783 |
| Monrovia | 1,388,860 | 22 | 18 | 378,834 | 12 | 230,942 |
| Ontario | 1,754,400 | 20 | 19 | 946,818 | 7 | 228,019 |
| Santa Ana | 1,345,536 | 18 | 6 | 689,428 | 5 | 271,402 |
| San Francisco | 90,052,780 | 10 | 141 | 7,883,111 | 532 | 19,280,064 |
| San Jose | 8,637,411 | 10 | 38 | 3,046,218 | 44 | 1,445,118 |
| San Leandro | 927,077 | 20 | 3 | 101,621 | 10 | 150,653 |
| Santa Cruz | 2,596,846 | 26 | 7 | 766,384 | 10 | 218,530 |
| Vallejo | 2,189,302 | 24 | 8 | 342,762 | 13 | 380,887 |
| Ventura | 2,635,128 | 20 | 29 | 1,564,363 | 10 | 294,384 |

(Continued on the next page.)

DISTRIBUTION CENSUS FIGURES SHOW NEW FOOD TREND.

(Continued from the preceding page.)

FOOD SALES AND OUTLETS IN 23 INDIANA TOWNS AND CITIES.

| | Total food sales. | P. C. of all retail sales. | Grocery stores with meat departments. | Meat markets. | |
|----------------|-------------------|----------------------------|---------------------------------------|---------------|------------|
| | No. | Sales. | No. | Sales. | |
| Anderson | \$4,644,877 | 22 | \$2,761,564 | 25 | \$ 893,553 |
| Bedford | 2,009,203 | 27 | 772,134 | 6 | 155,876 |
| Bloomington | 2,790,485 | 22 | 2,118,680 | 5 | 379,067 |
| Connersville | 2,507,188 | 31 | 842,713 | 9 | 441,395 |
| Crawfordsville | 1,445,130 | 23 | 789,421 | 5 | 216,602 |
| Evansville | 11,976,134 | 25 | 6,340,585 | 55 | 1,671,279 |
| Frankfort | 1,605,885 | 23 | 968,520 | 7 | 218,889 |
| Goshen | 1,169,963 | 19 | 598,383 | 6 | 154,000 |
| Huntington | 1,988,421 | 23.5 | 856,328 | 15 | 769,294 |
| Jeffersonville | 1,281,564 | 28 | 637,789 | 9 | 174,200 |
| Kokomo | 4,046,281 | 26 | 1,118,425 | 8 | 346,463 |
| Lafayette | 4,300,581 | 23 | 1,029,255 | 15 | 732,118 |
| La Porte | 2,900,115 | 26 | 1,071,013 | 11 | 360,321 |
| Logansport | 1,837,473 | 24 | 1,081,003 | 20 | 678,106 |
| Marion | 2,685,132 | 19 | 829,229 | 5 | 244,414 |
| Michigan City | 4,665,726 | 33 | 1,283,283 | 21 | 1,005,348 |
| Muncie | 6,816,574 | 26 | 1,531,467 | 16 | 839,474 |
| New Albany | 2,906,615 | 27 | 791,563,580 | 13 | 266,519 |
| New Castle | 2,201,299 | 24 | 885,083 | 9 | 301,399 |
| Peru | 1,766,872 | 22 | 1,067,327 | 5 | 171,921 |
| Richmond | 4,751,423 | 23 | 902,883,067 | 18 | 700,637 |
| Shelbyville | 1,902,854 | 24 | 357,736,831 | 5 | 458,112 |
| Vincennes | 2,208,761 | 22 | 1,449,158 | 19 | 405,877 |

FOOD SALES AND OUTLETS IN 21 MICHIGAN TOWNS AND CITIES.

| | Total food sales. | P. C. of all retail sales. | Grocery stores with meat departments. | Meat markets. | |
|------------------|-------------------|----------------------------|---------------------------------------|---------------|------------|
| | No. | Sales. | No. | Sales. | |
| Adrian | \$2,149,017 | 21 | \$ 275,017 | 21 | \$ 763,480 |
| Alpena | 1,474,924 | 27 | 327,981 | 16 | 361,211 |
| Ann Arbor | 5,051,772 | 19 | 2,413,066 | 14 | 1,119,389 |
| Battle Creek | 7,100,225 | 21 | 3,062,972 | 28 | 1,461,178 |
| Benton | 2,100,083 | 24 | 711,566 | 14 | 500,422 |
| Grand Rapids | 22,755,086 | 20 | 1,122,608 | 153 | 5,232,769 |
| Holland | 2,046,702 | 21 | 467,503 | 17 | 730,124 |
| Iron Mountain | 1,602,523 | 24 | 630,195 | 11 | 454,137 |
| Ironwood | 2,065,821 | 23 | 620,924 | 8 | 208,647 |
| Lansing | 10,885,503 | 20 | 4,333,801 | 64 | 3,449,905 |
| Lincoln Park | 1,117,891 | 36 | 607,969 | 2 | 85,736 |
| Marquette | 2,463,437 | 34 | 1,078,908 | 12 | 437,901 |
| Menominee | 986,638 | 19 | 367,739 | .. | .. |
| Monroe | 2,826,252 | 23 | 800,226 | 21 | 1,016,111 |
| Mount Clemens | 2,868,154 | 23 | 1,687,154 | 9 | 474,057 |
| Muskegon | 7,233,866 | 22 | 2,055,707 | 36 | 1,145,859 |
| Niles | 1,912,500 | 27 | 889,570 | 7 | 326,545 |
| Owosso | 2,380,882 | 21 | 1,063,041 | 8 | 414,547 |
| Pontiac | 11,063,533 | 25 | 4,481,925 | 49 | 2,376,043 |
| Saginaw | 11,005,284 | 23 | 702,624,230 | 64 | 2,381,578 |
| Sault Ste. Marie | 1,888,345 | 21 | 1,011,813 | 8 | 308,526 |
| Traverse City | 1,634,857 | 19 | 165,817 | 12 | 366,662 |
| Ypsilanti | 1,375,285 | 18 | 560,636 | 6 | 241,123 |

FOOD SALES AND OUTLETS IN 15 WASHINGTON TOWNS AND CITIES.

| | Total food sales. | P. C. of all retail sales. | Grocery stores with meat departments. | Meat markets. | |
|--------------|-------------------|----------------------------|---------------------------------------|---------------|-------------|
| | No. | Sales. | No. | Sales. | |
| Aberdeen | \$4,382,505 | 24 | \$ 556,069 | 15 | \$1,386,995 |
| Bellingham | 4,880,576 | 24 | 905,033 | 21 | 1,201,913 |
| Bremerton | 2,339,000 | 32 | 250,888 | 7 | 594,869 |
| Everett | 5,506,091 | 25 | 737,070 | 29 | 1,548,372 |
| Houqua | 2,001,550 | 36 | 320,846 | 12 | 514,206 |
| Longview | 1,232,327 | 18 | 433,078 | 5 | 139,633 |
| Olympia | 2,315,755 | 25 | 222,640 | 15 | 758,276 |
| Port Angeles | 1,368,052 | 20 | 218,820 | 6 | 323,087 |
| Seattle | 52,845,548 | 20 | 8,836,284 | 306 | 11,085,106 |
| Spokane | 15,560,778 | 20 | 6,542,553 | 62 | 2,666,972 |
| Tacoma | 14,338,259 | 23 | 1,756,651 | 83 | 3,884,812 |
| Vancouver | 2,290,205 | 25 | 260,928 | 10 | 503,484 |
| Walla Walla | 3,039,951 | 21 | 320,237 | 11 | 466,357 |
| Wenatchee | 3,868,044 | 22 | 586,600 | 11 | 645,601 |
| Yakima | 4,274,569 | 18 | 663,500 | 19 | 990,616 |

FOOD PRICE FINDINGS.

Retail meat prices have reflected lower prices received by producer and packer on a cent per pound basis, according to findings of the U. S. Senate food price investigating committee. However, the report states that the percentage of decrease in the retail price as compared with the wholesale price is materially less.

This is due (1) to the fixed charges of distribution, which have remained practically constant; (2) to the reduction in the per capita consumption of meat; and (3) to the large increase in the number of dealers handling meat, says the report.

The committee finds the situation to be a result of too many dealers competing with one another for the retail meat business.

The report, which covered the Senate

committee's inquiry into prices of bread, meats, sugar and milk, recommended that the Federal Trade Commission and the Department of Justice direct their attention to "an alarming tendency" toward monopoly by a small number of great corporations.

This criticism was directed mainly toward prices of milk and bread, as the situation in the meat industry was not found to be the result of a combination in restraint of trade.

It was declared that wholesale and retail prices of white flour have generally reflected the decline in the price of wheat, but that bread has not reflected that decline. The committee recommended that there should be a reduction of at least one cent a pound in the wholesale price of bread, and a corresponding or larger reduction in retail prices.

The report pointed out that though the lower prices paid to the farmer for milk have in general been reflected in the retail prices charged to the consumer, the distributor has not borne any portion of the reduction.

The committee recommends careful scrutiny of the monopolistic tendency and says that "if existing laws are not sufficient to control these mergers and combinations in the public interest the federal trade commission and the department of justice should recommend to the congress such remedial legislation as they deem necessary."

FRANK CONSUMPTION TREBLED.

The frankfurter was once more or less a by-product of the meat packing plant. Today it is a major food product, its consumption in the United States having trebled during the past five years, according to W. C. Davis, marketing specialist of the U. S. Bureau of Agricultural Economics.

Meat retailers like to handle frankfurts and other prepared meats, particularly in packaged form. They know to a fraction of a cent just what the cost is to them, there is practically no loss or shrink, and the customer is served quickly and conveniently.

No doubt much of the credit for increased frankfurter consumption can be given to advertising and better methods of merchandising this product. These have resulted in bringing to housewives an appreciation of the fact that ground meat products can be made of high-class materials, and are as wholesome and nutritious as other meats. The increasing consumption of frankfurts is also due in part to its growing popularity as a meat for outdoor lunches, but its tastiness and the ease with which it can be prepared also has caused it to find greater favor in the home.

TO PUSH NEW FOODS.

Further evidence of the stability of the package food industry in a period of depression was given today when the General Foods Corporation reported net income for 1930 only slightly less than the record year of 1929.

Its report shows net earnings of \$19,085,595, equal to \$3.63 a share of common, against \$19,422,313, or \$3.68 a share, in the previous year. The 1929 report did not include profits of subsidiaries prior to acquisition.

"More effort on the promotion and sale of general food products will be exerted in 1931 than in any previous year," it was stated. "Benefits may be expected to accrue from our centralized research activities, resulting in new ideas and new products."

March 7, 1931.

General Foods Will Help Retailers Finance Low Temperature Equipment

Wider distribution of quick-frozen meats, fish, fruits and vegetables is promised in a plan whereby a leading food manufacturer and distributor will aid the retail dealer to equip his store with low temperature cases.

The present plan is to place these low temperature cases in selected stores, a financing arrangement being worked out whereby retailers may eventually pay for their low temperature equipment out of their profits.

The Birdseye Packing Co., a subsidiary of General Foods Corporation, will furnish these low temperature display and storage cases to retail food stores in New England which desire to distribute Birdseye frosted foods.

Have the Facts on Costs.

The Springfield, Mass., experiment in the retail distribution of Birdseye frosted foods, which has been under way for more than a year, indicated the costs involved in installing and maintaining such cases.

This information, together with that collected as a result of the series of tests which have been under way in the Boston laboratory of General Foods Corporation for some time on the adaptability of various cases, has enabled the company to tell the retailer just how much the case will cost him over a period of time, and what he can expect of it.

For some months representatives of General Foods Corporation have been surveying the New England territory with a view to establishing retail outlets throughout that section for the handling of frosted meats, fish, vegetables and fruits.

Use Only Independent Stores.

No attempt is being made to sell retailers on the idea. No time is being spent on any distributor not convinced of the merits of these products, it is said.

This policy has been made possible by the large number of applications received for installation of low temperature cases in food stores. It is from these applicants that the stores are being selected for the further distribution of frosted products.

All of the stores chosen are independent stores, indications pointing to the fact that chain competition is providing a strong incentive for the procuring of a line of quick-frozen foods by such retailers.

All meats to be used in the New England distribution of frosted foods will be prepared in the packing plant of Batchelder, Snyder, Dorr & Doe of Boston. The fruits and vegetables will be prepared by an Oregon company. The Birdseye method calls for the freezing of such products in consumer packages at points of origin, thereby preserving their original flavor, color and texture.

Now on a Commercial Basis.

Gardner Poole, vice-president of the Birdseye Packing Co., states that the New England campaign will be strictly a commercial venture, as the experimental work had already been done in Springfield. It is expected that the earliest extensions will be within a radius of 100 miles of Boston, but

that eventually distribution will spread throughout New England.

Some possibility is reported of distribution of Birdseye frosted foods on the Pacific Coast during the coming summer. Other than this, distribution for the present will be confined to New England.

One of the best-known refrigeration engineers in the country, and president of the American Institute of Refrigeration, Mr. Poole has been devoting himself to a study of the commercial aspects of the equipment problem as it relates to the distribution of quick-frozen foods by the Birdseye Packing Co., which is the General Foods subsidiary handling the processing and distribution of all kinds of frozen foods under the Birdseye process.

This announcement of a plan by a leading distributor for aiding retailers to equip themselves to handle quick-frozen foods follows a discussion in the February 28 issue of THE NATIONAL PROVISIONER (pages 15, 16, 54) of the commercial and financial aspects of "Equipping Retail Stores" by the meat packer.

Choosing Storage and Display Case for Quick-Frozen Foods Is Important

Live food retailers are giving serious thought to quick-frozen foods.

Probable consumer demand, how they will aid in reducing store overhead and merchandising

costs, and how they must be stored and displayed to prevent deterioration and to create maximum sales appeal—these are points to consider.

Storage and display facilities at tem-



LOW TEMPERATURE DISPLAY CASE TO HOLD FROZEN FOODS.

Temperatures low enough to keep frozen foods in prime condition, clear vision at all times, ease of defrosting, convenience in serving customers and construction that will stand up under the rather severe conditions are points to seek when buying a low temperature showcase. This low temperature Hill Dry Cold case is in use in a Springfield, Mass., food store.

peratures lower than hitherto have been used in retail stores will be necessary.

At what temperatures are frozen foods best stored and displayed?

Should they be sold out of the storage or the display section of the case?

What constitutes good low temperature show case construction?

The retailer who is planning to stock quick-frozen foods wants the answer to these and other questions before he invests money in low temperature storage and display cases.

Getting Product Across.

"Success in retailing quick-frozen foods depends largely on the equipment for storing and displaying the goods," C. V. Hill, president of C. V. Hill & Co., Inc., Trenton, N. J., manufacturers of refrigerated show-cases, said at a recent meeting of the New York Food Marketing Research council.

"Low temperature is the foundation of the frosted food business from start to finish. In order to maintain the quality and the flavor of products, they must be kept at as near a uniform temperature as possible, and near zero Fahr. As a matter of fact, the temperature should never rise higher than 10 degs above zero Fahr."

"Maintaining a zero temperature in a large storage room with the insulation 8 in. or more in thickness is an easy thing to do," Mr. Hill said further, "and has been done for many years. However, to build a display case with glass front to maintain a zero temperature and give satisfaction has been somewhat of a problem. Space is always valuable—not only in the store but inside the case as well. Consequently, the walls and inside fittings must be built to conserve as much space as possible."

"Getting a low temperature in a case was an easy matter, as with a machine large enough and running most of the time, there could be had a zero tem-

(Continued on page 35.)

KROGER STORES SERVE MEALS.

Experiment with lunch counter service by the Kroger Grocery & Baking Co. at a single store in Cincinnati has been sufficiently successful to warrant its extension. According to a recent announcement of President Albert H. Morrill, the stockholders of the company have amended the regulations to permit the service of meals, lunches, confections and soft drinks. The plan at this time is to extend the service to only a few additional stores.

Mr. Morrill denied the possibility of a merger between Kroger and Sears, Roebuck & Co., saying that there was no reason for such a merger and expressing the belief that the suggestion had grown out of the fact that Kroger operates food sections in some Sears stores and is investigating the possibility of profitable operation in others.

Chain Meat Stores

News and Views in This New Field of Meat Distribution.

CHAIN STORE CLASSIFICATION.

The national distribution census, with its breakdown of retail outlets, is expected to furnish more accurate information of the various types of so-called chain stores and to enable more accurate differentiation than has been possible heretofore.

Six classifications of concerns operating or controlling stores are to be separately tabulated in the distribution census:

1.—Independent stores;

2.—Local branch systems, suburban or subsidiary stores located in the same city by a large downtown store and drawing their merchandise largely from the latter's stock;

3.—Local chains, a group of stores operated throughout a city or trade area by local and independent operators from a central office and warehouse, but without any main central retail store as the source of supply;

4.—National chains, large organizations operating stores throughout the country;

5.—Ownership groups, independently operated stores owned by the same persons or firm, but merchandised separately; and

6.—Cooperatives, groups of independently owned stores that cooperate in their buying or cooperate with a wholesale company in their merchandising.

The preliminary report, it is stated, will carry tabulations based on these various types of group merchandising, as well as on the size of their organizations, which will indicate the spread and relative importance of each such form of retail business. The final tabulations are to carry this information in detail, geographically and by various lines.

CHAIN STORE NOTES.

American Stores Co. reports net income for 1930 of \$5,930,149, compared with \$6,594,822 for 1929. The decline in dollar volume was due to the drop in commodity prices, but tonnage sales are reported as substantially increased over 1929.

Grand Union Co. and subsidiaries report consolidated net income of \$1,104,324 for the year ended January 3, 1931, after depreciation and federal taxes. This compares with \$1,021,385 in the preceding year.

Dominion Stores announce net income for 1930 of \$530,808, after depreciation and federal taxes. This is equivalent to \$1.91 a share on 277,715 shares of common stock against net in the preceding year of \$590,549, or \$2.17 a share on 272,269 shares of common.

Net earnings of the National Tea Company for 1930 amounted to \$1,239,926, compared with \$2,731,267 in 1929. The year's sales were \$85,245,761, a decline of 5½ per cent from the record

figure of \$90,210,077 in 1929. According to the annual report the drop in dollar values, comparing with an average decline of 15 per cent in food prices, indicates that physical volumes were actually in excess of any previous year.

Even with the reduction in dollar amount the year's sales were exceeded by only two previous years in the history of the company. These were 1929 and 1928. In 1928 sales totaled \$85,881,696.

The company's balance sheet shows total current assets of \$11,524,146, including \$1,788,205 cash, to pay current liabilities of \$4,572,995. The year-end surplus stood at \$8,770,975, compared with \$10,845,383 at the close of the previous year.

FINANCIAL NOTES.

Swift & Company has announced the regular quarterly dividend of fifty cents a share on its capital stock, to be paid April 1, 1931, to stockholders of record March 10, 1931.

Adolf Gobel, Inc., reports net loss of \$164,612 for the twelve weeks ended January 24. This is after depreciation, interest, taxes, subsidiary preferred dividends and allowance for minority interests.

PACKER AND FOOD STOCKS.

The price ranges of the listed stocks of packers, leather companies, chain stores and food manufacturers on March 4, 1931, or nearest previous date, together with number of shares dealt in during the week, and closing prices on Feb. 25, 1931, or nearest previous date:

| | Sales. Week ended Mar. 4. | High. Mar. 4. | Low. Mar. 4. | Close. Mar. 4. |
|---------------------------|---------------------------------|------------------|-----------------|-------------------|
| Amal. Leather | 100 | 16½ | 16½ | 16½ |
| Amer. H. & I. | 1,700 | 12½ | 12½ | 12½ |
| Amer. Stores | 500 | 46½ | 46½ | 46½ |
| Armour A. | 26,300 | 3 | 2½ | 2½ |
| Do. B. | 3,900 | 2 | 2 | 2 |
| Do. Ill. Pfd. | 2,200 | 27½ | 27 | 27½ |
| Do. Del. Pfd. | 500 | 63 | 63 | 63 |
| Barnett Leather | 200 | 56 | 56 | 56 |
| Beechnut Pack. | | | | |
| Bohack, H. C. | | | | |
| Do. Pfd. | | | | |
| Brennan Pack. | | | | |
| Do. Pfd. | | | | |
| Chick. C. Oil | 1,000 | 11½ | 11 | 11 |
| Cheeks Co. | 8,800 | 32½ | 32 | 32½ |
| Cudahy Pack. | 600 | 45½ | 45½ | 45½ |
| First Nat. Strs. | 13,400 | 54 | 52½ | 52½ |
| Gen. Foods | 18,100 | 53 | 52½ | 53 |
| Gobel Co. | 21,700 | 7½ | 7½ | 7½ |
| Gr.A.&P.1stPfd. | 220 | 120 | 118½ | 118½ |
| Do. New. | 100 | 210 | 210 | 210 |
| Hormel, G. A. | 150 | 26 | 26 | 26 |
| Hygrade Food. | 1,400 | 3½ | 3½ | 3½ |
| Kroger, G.&B. | 87,600 | 29½ | 28½ | 29 |
| Libby McNeill. | 3,300 | 11½ | 11½ | 11½ |
| MacMarr Strs. | 1,900 | 9½ | 9½ | 9½ |
| Mayer Oscar | | | | |
| Mickelberry Co. | 700 | 12½ | 12½ | 12½ |
| M. & H. Pfd. | 200 | 21 | 20 | 21 |
| Nat. Fd. Pd.A. | | | | |
| Do. B. | | | | |
| Nat. Leather | 250 | % | % | % |
| Nat. Tea | 5,400 | 21½ | 21½ | 21½ |
| Proc. & Gamble | 3,400 | 69½ | 69 | 68 |
| Do. Pr. Pfd. | 20 | 112 | 112 | 112 |
| Rath Pack. | 100 | 19½ | 19½ | 19½ |
| Safeway Strs. | 18,700 | 58 | 56 | 57½ |
| Truax Pork | | | | |
| U. S. Cold Stor. | | | | |
| U. S. Leather | 1,500 | 7½ | 7½ | 7½ |
| Do. A. | 2,600 | 9½ | 9½ | 9½ |
| Do. Pr. Pfd. | 300 | 72½ | 72½ | 72½ |
| Wesson Oil | 3,100 | 24½ | 24 | 24 |
| Do. Pfd. | 1,000 | 56½ | 56½ | 56½ |
| Do. 7% Pfd. | 130 | 94 | 94 | 94 |
| Do. 7% Pfd. | | | | |
| Stahl Meyer | | | | |
| Strauss R. Strs. | 4,700 | 2½ | 1½ | 1½ |
| Swift & Co. | 4,800 | 30 | 30 | 30 |
| Swift. Int'l. | 8,350 | 38 | 36½ | 37½ |
| Truax Pork | | | | |
| U. S. Cold Stor. | | | | |
| U. S. Leather | | | | |
| Do. A. | | | | |
| Do. Pr. Pfd. | | | | |
| Wesson Oil | | | | |
| Do. Pfd. | | | | |
| Wilson & Co. | 1,100 | 3½ | 3 | 3 |
| Do. A. | 700 | 9 | 9 | 9 |
| Do. Pfd. | 800 | 48 | 48 | 48 |

March 7, 1931.

Proper Tests on Sheep Casings Needed To Figure Sausage Costs Accurately

Every manufacturer of sausage wants enough of a test of his sheep casings to figure costs accurately.

However, it is possible to inject factors into these tests which not only do not help him to find out his costs, but which are actually misleading.

The test for sheep casings is a linked test. The smoked test or packed tests have no relation to the casings test. The former are important in figuring costs, but they should have no influence on the casing test.

Limitations which should apply in the testing of sheep casings are pointed out here, and precautions suggested in making linked tests on casings to insure proper results.

This is the third article in a series discussing casings economies. The first, on "Standardizing Linked Sausage in Packages," appeared in THE NATIONAL PROVISIONER of December 20, 1930. The second, "Saving Casings Costs on Sausage by Method of Selection," appeared in the issue of January 31, 1931.

Testing Sheep Casings

By E. W. Hayes.*

There is a wide variation of opinion among sausage manufacturers regarding the proper way to test sheep casings.

This is undoubtedly a heritage from the old days when casings were never tested, from which point, different houses have progressed in different ways and to different degrees along the road which leads to a true knowledge of their costs.

Today it has come to pass where some houses, in their attempts to get complete information, carry their tests so far into their manufacturing processes that they become misleading rather than informative.

Best Test on Sheep Casings.

The sensible, most useful test on sheep casings is a linked test. Such a test demonstrates clearly the virtues and faults of the casing, without introducing factors in which the casing is not involved.

First of all, it must be recognized that in all tests every handling of the material introduces a possible factor of error, and the less the outside possibilities of error, the better.

Next, a study of the facts shows clearly that the further processes

*Early & Moor, Boston, Mass.

through which sheep casing tests pass in certain plants not only do not add to one's knowledge, but are almost certain to mislead. In some cases this extends to the degree of influencing a manufacturer to buy the least advantageous of several lots of casings under consideration.

Actual Smoked Shrink.

Consider a smoked test.

It is well known that while an average smoke shrink can be arrived at for figuring purposes, the actual smoke shrink from lot to lot and day to day may vary in well-organized plants as much as 2 per cent, and in uncontrolled smokehouses as much as 5 per cent. The chief causes are

- (1) The meat varies in its power to take water. The batch which takes more will lose more in the smoke.
- (2) The meat varies in cure and receptiveness to color, necessitating changes in the time of the smoke.
- (3) The smokehouse runs up in temperature.
- (4) The outside atmosphere is par-

ticularly sticky, necessitating longer drying off.

Plainly, all of these conditions are matters entirely apart from the casings, and to introduce them as factors in a casing test is to court error in the figures on which a purchase will be made.

Errors in Judgment.

Smoked and chilled tests are subject to all the errors of a smoked test, with additional small variations due to cooler humidity and temperatures and time of hanging before going to the cooler.

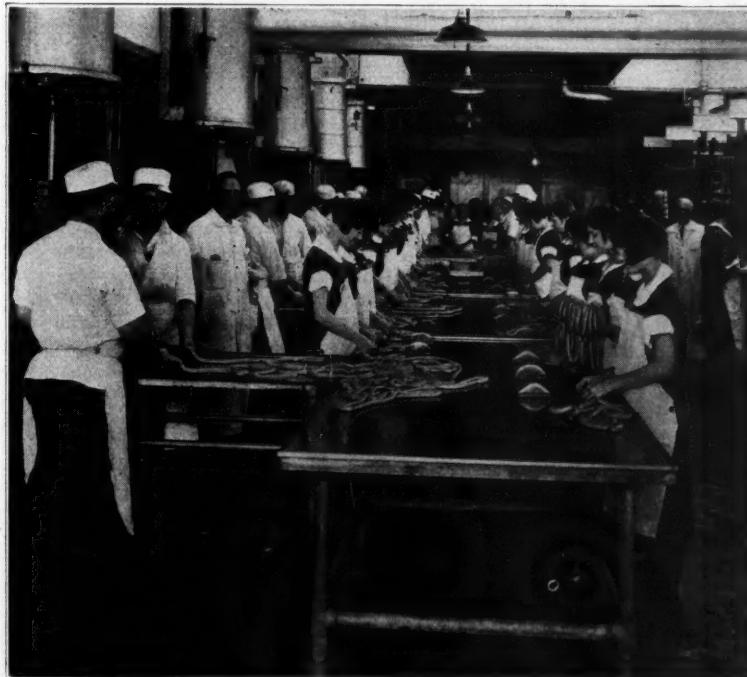
Packed tests plainly introduce a further extremely variable factor in the care and adeptness of the packer.

Now, while the manufacturer must know the general average of these shrinkages in order to figure his cost, they clearly have no place in his sheep casing tests. They introduce no new knowledge about the casings. On the contrary, they bring in facts about the meat, the smokehouse and his workmen which are more than likely to obscure the knowledge obtained on the casings by the linked test.

A Proper Linked Test.

To obtain a proper linked test the following precautions are advisable:

- (1) Weigh every rack in the shop



LARGE QUANTITIES OF SHEEP CASINGS ARE USED IN THIS PLANT.

Frankfurt production is proceeding here on a large scale. In such factories as this, as well as in smaller ones, cost finding is the foundation of profits. The first step in ascertaining costs is in testing the sheep casings. These are tested for quality and stuffing capacity. Some good pointers on easy ways to make such tests are outlined in the article on this page.

In some plants too much is charged up to the casings. After they have proven their stuffing capacity they have stood the test. Other tests enter into final cost figuring, but should not be a part of the test applied to the sheep casings.

A simple sausage cost test card, with instructions for use, is available to subscribers to THE NATIONAL PROVISIONER. By following these instructions misleadingly low costs will be avoided. Fictitious costs result in a poor return not only to the manufacturer using them, but to the trade generally.

and tag each rack with a metal tag stenciled with the weight.

(2) If only one type of smoke stick is used in the plant, weigh 100 of them and take the average weight as standard in all calculations.

(3) If more than one type of smoke stick is used, weigh a quantity sufficient to load the rack, add this weight to the tare and leave any unused sticks on the rack until the loaded rack is weighed.

(4) See that the casings for each test are flushed and brought to the table in one pan.

(5) Clear the bench where the test is to be made.

(6) Have the casings stuffed tight and with no more than 2 or 3 inches unfilled on the ends. Excessive linking breakage on a casing which comes off the horn all right usually indicates too tight stuffing. Unlinking after hanging on the racks generally indicates too soft stuffing.

(7) Unless all linking is done by machine tests should be made by hand, as the softer stuffing necessary for machine linking pulls down the capacity about 10 per cent.

merit; in 1927 a perfected device of this kind received the first award. In 1925, and again in 1927, there were entries of automatic cooler door closers; in 1928 a perfected device received the third award.

The increased marketing of sliced bacon has emphasized the necessity of improving the shape of the smoked product. This has resulted in numerous entries of devices and methods of freighting, stringing and marketing bacon. One of these entries received the second award in 1929.

Other equipment that has been perfected and placed in general use include rump bone saws, trolley washers and oilers, soaked meat washers, scalding vat hog duckers, casing measuring machines, pickle pumps, and bacon (Continued on page 33.)

Practical Packinghouse Ideas Encouraged Again Through Institute Awards

One thousand dollars will be awarded again this year by the Institute of American Meat Packers for meritorious ideas in the packinghouse field submitted by employees of member companies.

This prize idea contest has been sponsored by the Institute for the past seven years, says President William Whitfield Woods, as a means of stimulating the growth and development of the industry through the recognition of individual initiative.

A great many valuable ideas have been submitted by employees, ideas that have been notable contributions toward improving the operating efficiency of the industry. Many of these ideas have been widely adopted, and many employees have gained wider recognition for their efforts.

In addition to a cash prize the recipient of the first award is also given a replica of the Charles E. Herrick silver cup. Also, the recipient's name is engraved on the back of the original cup, which remains in the custody of his company for display during the year.

The awards are made by an impartial group, and are financed from the Institute Plan Fund. Entries may be sent to the Institute headquarters, 506 So. Wabash ave., Chicago, Ill., addressed to the Department of Packinghouse Practice and Research.

Nature of the Awards.

Proper presentation of the entries is important, in order that the committee may appraise their value accurately. Models, blueprints, photographs and a clear statement of the objects and advantages of an idea are all of assistance to the committee. In order to encourage proper presentation, it has been the custom of the committee to recognize with a special award any idea exceptionally well presented, even

though the idea itself may not be immediately applicable.

The division of the \$1,000 available for these awards is left to the judgment of the committee. The amount awarded to any one entrant will depend entirely upon the value to the industry of the idea entered. The committee for 1931 is composed of H. P. Henschien, chairman; A. W. Cushman, Hygrade Food Products Corporation; S. C. Frazee, Wilson & Co.; H. J. Koenig, Armour and Company; Donald Mackenzie, Swift & Company; G. L. Talley, Jacob Dold Packing Co.; R. E. Yocom, Cudahy Packing Co.

Ideas Presented in Past.

Experience has shown that failure to win one of the awards should by no means discourage an individual from further participation. For example, entries in 1924, the first year that awards were made, which were in too imperfect form to merit consideration, have since been developed and perfected and have received recognition.

In 1924, a shoulder chopper was entered and received a certificate of

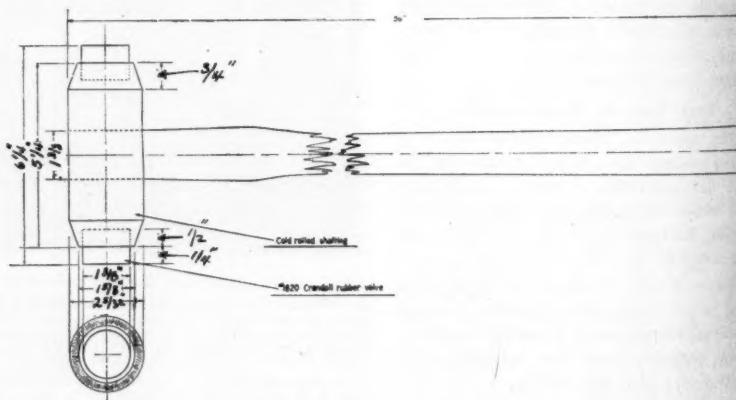
REDUCING DAMAGE TO PATES.

Any method of stunning cattle that will eliminate holes in the pates and damage to the brains would affect worth-while economies, particularly in those plants where considerable cattle are slaughtered.

An attempt to eliminate this damage has been made in the design of the knocking hammer shown in the accompanying illustration. It is constructed of a piece of cold rolled shafting 2 5/8 in. in diameter and 5 1/4 in. long to which a handle 36 in. long is fitted.

Each end of the shaft is turned down to a diameter of 1 1/8 in. and bored out so that a No. 1620 Crandall rubber valve will fit tightly in the hole. The depth of the hole is such that the valve projects 1/4 in. from the face of the hammer. The head weighs 3 1/2 lbs.

The hammer was designed by Frank Wagner, Oklahoma City, Okla., and was awarded the fourth prize of \$150.00 in the 1930 prize idea contest of the Institute of American Meat Packers.



THIS IDEA WON A PRIZE IN THE INSTITUTE'S 1930 CONTEST.

This hammer, turned out of a piece of cold rolled shafting, has been designed to reduce the damage to pates and brains when stunning cattle. The ends are bored out to hold rubber disks. The head weighs 3 1/2 lbs.

March 7, 1931.

THE NATIONAL PROVISIONER

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Is Your Paper Late?

THE NATIONAL PROVISIONER is put on mail trains in Chicago every Saturday before 11 a. m. It should reach you promptly.

If there is any delay, please save the wrapper, mark on it the hour of delivery to you by the carrier, and send it to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

This will aid us in obtaining proper service for you from the Post Office.

Supervision and Accidents

In a Chicago plant there were five stair accidents over a period of several weeks. In one case a man was lighting his pipe while descending, another tripped over the cuff of his trousers, a third had his arms outstretched putting on his coat, and the other two attempted to come down two steps at a time.

It was not until after the fifth accident that it occurred to the officials of the plant that the manner in which employees used the stairs should be looked into.

In another plant a shackle fell from an overhead rail and struck a worker on the head. He died from a fractured skull. A defective switch caused the shackle to fall.

Four weeks before this accident happened orders had been issued to the master mechanic to check up all shackles and switches and put them in first-class condition. The master mechanic had not followed orders, and the superintendent had not checked up to see that the work had been done.

These incidents teach two lessons that the meat packer interested in accident prevention may well take to heart.

The first is that no accident, no matter how trivial it may appear, is so unimportant that an investigation to determine the cause should be delayed or action neglected to prevent a repetition. The second is that when instructions to correct bad conditions are given, the orders should be followed up to see that the work is not only done but properly done.

Quality supervision is of greater importance in improving a plant's accident record than is sometimes appreciated.

Increasing Sales Appeal

A meat packer who has been making wrapping and packaging experiments arrived at an interesting conclusion.

He found that increasing kinds and styles of wrappings and packages in which a particular product is merchandised increases consumer demand for that product.

He cites his experience with sliced bacon, in particular. His standard bacon package is made with transparent paper to which an attractive colored label is affixed.

In the course of certain tests some of these packages were tied lengthwise and crosswise with red tape. A few of these tape-tied packages were included in each shipment of bacon going to the stores where the tests were being made. In every case the packages tied with red tape increased sales.

To further test customer reaction to color packages were also tied with green tape, and included in shipments with regular packages and packages tied with red tape. Again the results were the same—sales increased. Packages tied with orange tape were then tried with similar results. Pale colors were less effective.

This packer is now putting up his

bacon in four types of packages—the standard package without tape and packages tied with red, green and orange tape. All four types of packages go into each counter display carton of bacon shipped from his plant.

He has two explanations for the results he has secured. One is that the variety of colors increases the attention-getting value of the individual package, whether it be displayed in the counter display carton or with other packages in the showcase.

The other is that, consciously or unconsciously, many women are attracted by some colors and repelled by others. Increasing the number of colors used, therefore, reduces sales resistance and increases sales.

Some meat packages are drab and uninteresting. There is room for further tests and experiments by packers to determine the reaction of consumers to packages of new design and to the use of different colors and color combinations. Changing package design, if it does nothing more, gives a fresh sales and advertising angle and attracts attention.

Wasted Advertising

One retail meat dealer said recently that he receives from packers several times the amount of store and window advertising matter he has room for. Some of it is picked out at random and used. The remainder goes into the furnace.

Money spent for store display matter is wasted if the advertising is not put on display. And simply sending it out on the chance that those receiving it will use it would hardly seem to be good business.

One packer who provides considerable of this advertising for store use sends out with each shipment a letter to the retailer telling him how to use the material for best results. Each salesman is also instructed to attempt to sell each retailer on the profitability of using all such advertising received from the plant. A man is also employed to help retailers to make attractive displays using the company's products.

It is only by seeing to it that store display matter is used that a profit can be made from the money invested.

Practical Points for the Trade

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To Handle Chitterlings

A packer who produces chitterlings has not been having good luck with them. He says:

Editor The National Provisioner:

Please tell me how to handle chitterlings. I have been making this product but am not at all satisfied with my results.

Perhaps the best success with chitterlings is obtained when special equipment is available for their preparation.

Chitterlings are made from what is known as "curly guts," which are first carefully stripped of all fats. Extreme care must be used not to tear the tissue, but as much fat as possible is to be removed.

If chitterlings are manufactured on a large scale, there will be a department set aside for their preparation. When they are received in this department they are re-fatted if necessary.

They are then thoroughly and carefully cleaned before turning. Then turn and re-clean and place in a vat of ice water and allow to remain in this until they are thoroughly chilled. From here they are taken to the offal cooler where they are spread on screens or draining pans. Here they are held until the next day.

In flushing the guts, a series of half inch pipes should be placed over the tub in which they are being cleaned. Each of these is equipped with a spring like valve located about 6 in. from the end of the pipe and in easy reach of the operator. The end of the gut is slipped over the end of the pipe and the water forced through.

In turning the blind end, a series of broom sticks placed upright in a bar running over the tub will be found to be the most practical. The sticks should be 12 to 16 in. long.

After chilling the chitterlings are then ready for curing.

They are rubbed carefully with vacuum pan salt, and packed in layers well salted. Overhaul in three days. The salted chitterlings may be packed and shipped or sold locally on overhauling date. They should not be carried longer than 15 days.

To pickle chitterlings, place them in 100 deg. brine immediately after they are thoroughly cleaned and chilled. When pickled the chitterlings may be shipped immediately. If they are held, they should be overhauled in a week.

Cook fresh or cured chitterlings for about 2 hours, chill over night and pack and ship at once in 100 deg. plain brine. Cooked chitterlings should not be held in stock.

If this product accumulates faster than it can be used, the fresh clean chitterlings should be salted down or frozen.

For freezing the chitterlings are packed in boxes lined with paper and then with domestic beef cloth large enough to fully cover the product when packed. The chitterlings are placed in layers crossways of the box.

When packed remove to the freezer immediately and freeze on shelf coils. If these are not available the boxes should be placed on provision racks piled so there is a circulating air space all around. When thoroughly frozen they may be taken to the storage freezer at 15 degs. above zero, using a $\frac{1}{2}$ in. wood strip between the boxes to allow for air circulation during the storage period.

Tongue Blood Sausage

How is tongue blood sausage made? An Eastern producer specializing in fancy sausages writes regarding this as follows:

Editor The National Provisioner:

Can you give us a good formula for the manufacture of tongue blood sausage? We want to be sure the fat does not absorb the color, making it look uncooked.

This inquirer does not state whether he wants a smoked tongue blood sausage or one that is not smoked. Following is a good recipe for a smoked product which is widely used:

35 lbs. back fat, salted
15 lbs. fresh pork hearts
15 lbs. salted beef trimmings
20 lbs. salted pork trimmings
15 lbs. salted pork rinds

100 lbs.

Scald the back fat for 30 minutes and cut in cubes.

Boil the pork hearts and beef and pork trimmings for one hour and cut in cubes.

Cook the pork rinds until tender, and then run through $\frac{1}{8}$ -in. plate of grinder.

Mix all together and add about 1 gal. of fresh hog blood.

Seasoning:

2 lbs. salt
3 oz. white pepper
1 oz. allspice
 $\frac{1}{2}$ oz. cloves
 $1\frac{1}{2}$ oz. savory.

Stuff in beef bungs, cut 10 to 12 in. long. Use two or three cured cooked hog tongues to one sausage. Stuff by hand, placing the tongues in the casing at the time the bung is filled, putting them lengthwise so that when the sausage is cut the tongue will show in the center of the slice.

If desired the tongues can be put through a head cheese cutter twice, so the pieces are not too big, then mix them with the other ingredients in place of the whole tongues.

Cook for one hour or longer at 180 degs. F., or until nothing but clear fat appears when the casing is pricked with a needle.

Cool in cold water and keep stirring while cooling. Then hang up to dry for three days. Smoke in a cold smoke, the colder the better.

Salted hog heads as well as hog shanks can be used in this formula.

PACKERS' MARKET PLACE

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.

March 7, 1931.

Bags for Smoked Meats

What is the advantage to the packer in using bags for smoking hams, picnics, butts, etc.?

A packer who is preparing for his Easter trade writes regarding this as follows:

Editor The National Provisioner:

We have never used bags on our smoked meats, but find that many of our competitors do. We are looking forward to our Easter trade, and want our product to measure up to that of any competitors, so wish you would tell us the advantage of using these bags for smoking.

There are a number of advantages in using these knitted bags, also known as stockinets. Perhaps the over-all advantage is in the increased salability of the product.

Reduction in shrinkage, a uniform brown color and better flavor are reported as a result of using these bags. The product is protected from soot and fine ashes in the smokehouse and there is no necessity of wiping the product after it comes out of smoke. Also these bags make the entire output uniform in appearance.

Method of Handling.

The bag or stockinet should be thoroughly moistened before it is put on and the meat should be reasonably moist. It is easier to put the bags on in this way and an added advantage of the moist bag is that the heat of the smokehouse will shrink it to the meat more readily and thus produce a better shaped finished product.

In putting the bag on a ham the sewed end may be put either across the shank or the flank. The knot used in tying the bag should be placed just where the skin joins the meat, to obviate the possibility of a white spot on the flank.

Some packers, who have had trouble with a white spot on the finished meat where the knot touched, have hung the ham with the shank end down, the knot on the flank being placed over the ham trolley so as to prevent the knot from coming in contact with the ham itself.

Smoking Picnics and Butts.

Bags have been found very useful by some packers in smoking picnics. A perfectly rounded picnic can be made by hanging the meat in a bag and reversing it once during the smoking process.

Bags are used also for smoking butts, five to seven butts being smoked in one string. This is done by cutting off the roll enough of the butt tubing to take care of a given number of butts. This is knotted at one end, the first butt is put in, the tubing pulled up and knotted and this operation repeated until all of the string of butts is bagged. Butts so smoked have a good-looking pear-shaped appearance with all edges rounded.

Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

PRIZE IDEA CONTEST FOR 1931.

(Continued from page 30.)

skinnings. The history of their development is shown in succeeding entries in the yearly Institute awards. Three of the many problems still unsolved are hog splitting, automatic hide skinning, and loin pulling.

Rules governing the awards include the following:

Rules Governing Awards.

The sum of \$1,000 will be available for distribution.

A certificate of merit from the Institute will be presented to any entrant who does not receive an award but whose idea commands itself to the committee.

Every entrant must submit a brief describing his idea or process fully, not later than July 15, 1931. The description should be complete enough so that the judges will be able to grasp easily the operating details of the idea or invention. Sketches, blue prints, models, photographs, or other matter illustrating the idea should accompany the entry. Corroborative evidence of practicability should also be supplied whenever possible.

The achievement may be anything that has to do with the operating departments of meat packing establishments.

Smoking Bacon and Hams

Many inquiries have been received by THE NATIONAL PROVISIONER for smoking methods for cured meats. Full directions for soaking and smoking S. P. meats have been published in THE NATIONAL PROVISIONER, together with a summer smoking schedule for all products, giving hours in smoke and approximate shrinkage. A table of practice in wrapping meats also was given.

A reprint of this may be had by subscribers by filling out and sending in the following coupon, together with a 2c stamp:

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago.

Please send me reprint on SOAKING AND SMOKING MEATS.

Name

Address

City

Enclosed find a 2c stamp.

What May Be Entered.

(a) It may be an improvement in a manufacturing process such as the curing and smoking of meats, the refining of lard, the slaughtering of hogs, or the manufacture of sausage.

(b) It may be a labor-saving device in any operating department whereby the expense of one or more men is eliminated, or whereby production is increased with the same outlay, or anything else accomplished that effects a real saving.

(c) It may be the simple statement of an idea whereby the production of some packinghouse product may be handled in a better manner so as to increase its value or sale.

(d) It may be a process for improvement of the quality or desirability of any packinghouse product.

(e) It may be the arrangement and placing of equipment in a department to facilitate handling of product during processing.

(f) It may be a suggestion or device for reducing losses from accidents or fire.

(g) It may be a method of conserving materials, packages, and supplies.

Other Conditions.

Only employees of a member company of the Institute of American Meat Packers shall be eligible for the awards. Such employees shall have been employed by that member company for not less than ninety days before submitting their briefs, and they must be employed by a member company at the time that the award is made.

Application of machinery already in use in other industries, but not previously applied to the meat packing industry, is permissible. Entrants will find it easy to obtain the cooperation of machinery manufacturers in developing such new uses for their machinery.

No machinery or equipment now in common use in meat packing plants will be eligible for entry, except where there is a suggestion for definite improvement in a process or in the operating methods. The idea or invention must have been originated since October 1, 1930, or must be an improvement on methods in use at that time.

All entries must be made by the originator of the idea. This does not exclude entry of an improvement of an idea previously developed by someone else.

It should be fully understood that the Institute will not claim ownership of any idea by reason of its being entered for these awards. However, the Institute reserves the right to publish for the benefit of its members the ideas presented or abstracts thereof. These abstracts will be issued after the awards have been made and the certificates of merit issued.

REDUCE INLAND EXPORT RATES.

Eastern railroad lines have agreed to continue reduced inland export rates through 1931, according to a bulletin issued this week by the Institute of American Meat Packers. The rates were previously scheduled to expire on March 31st. This important advantage to exporting packers was obtained through the persistent efforts of the Institute Committee on Traffic, of which George A. Blair is chairman, and the Institute Committee on Foreign Relations and Trade, of which Charles E. Herrick is chairman.

After the Erecting Engineer *has gone...*

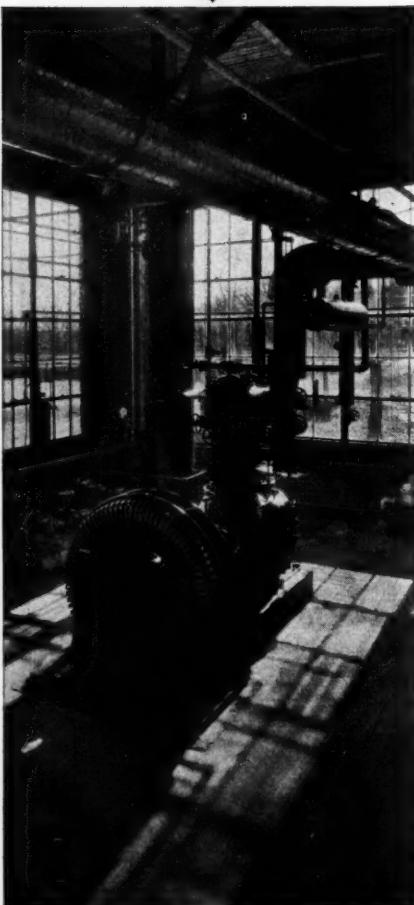
AFTER your refrigerating needs have been studied, the equipment selected, the machinery and coils delivered and set up . . .

After the erecting engineer goes . . . then what?

Then . . . whether you get the efficient refrigeration you need or not . . . depends largely on the Compressor.

The York Vertical Single-acting Enclosed Ammonia Compressor is an outstanding York achievement. Its design and refinements, the quality of its materials and workmanship, its precision and husky construction . . . all combine to make the York Compressor the most dependable, most efficient, most economical compressor you can buy.

In the design and manufacture of this compressor,



York has used its 50 year experience in pioneering refrigeration. York has used the knowledge gained through developing and installing refrigeration for every branch of industry and business using refrigeration. The same care in design and manufacture goes into all York equipment.

Thus your own refrigerating problem, will receive from York a solution based on sound engineering and wide experience.

So, after the engineer has gone, if you have York Refrigeration, you are assured the dependability, economy and satisfaction you need. Let York serve you, through the

nearest of its 71 direct factory branches.

YORK ICE MACHINERY CORPORATION
• • YORK • PENNSYLVANIA • •

YORK
REFRIGERATION

Refrigeration and Frozen Foods

LOW TEMPERATURE EQUIPMENT.

(Continued from page 28.)

perature in a thin-wall case of mostly wood construction. However, this type of case could hardly be called a zero display case. It would be better adapted for displaying neckties and collar buttons. With a zero temperature in a thin-wall case, on a warm day, one could not see the display for frost, ice, and moisture on and between the glasses. Also, the outside of the case would soon condense and absorb enough moisture to swell, crack, and twist the construction in such a manner as to render the case unfit for service.

Visibility Factor.

"Because frosted foods are a new development, there has been no demand for low temperature cases; consequently the field was entirely new to case manufacturers. Those who tried to explore the new field got lost in the jungle and some have not yet found their way out. However, wonderful improvements have been made within the last few months.

"A display case to maintain a zero temperature with a clear vision at all times is no longer a dream of the future. It is actually here, ready for service. Good refrigeration is a science. The laws of nature cannot be changed. Moisture condenses on a cold surface, or in a colder atmosphere; warm air being expanded more than cold, consequently goes upward. The cold air drops down on account of being heavier than the warm air.

"When building any kind of a refrigerator, these three laws must be observed. A display case, to meet all requirements for merchandising frosted foods, must be constructed on economic principles. The insulation and construction throughout must be built to last several years and to maintain a low temperature at the least possible cost. Poor insulation is costly at any price."

Light Must Not Heat Case.

"The lighting system is very important. It is necessary to have a continuous flood of light without dark spots or shadows on the goods. Also the lighting system must be arranged so as not to warm up the walls of the case, otherwise excessive heat will add to running cost. A few cents saved daily amounts to dollars at the end of the year. A clear vision is also necessary so the customer can see the goods plainly. A blurred vision strangles sales. When a customer cannot see the goods right, there is a certain amount of fear about the quality. Why not? When anyone buys goods, they wish to see what they are getting."

"Defrosting low temperature cases has been a great annoyance as well as expensive, especially when the goods had to be moved out of the case and stored in other quarters while the defrosting was going on. With all the experimenting which has been done up to the present time, trying to defrost the different types of coils has not

proved entirely satisfactory. However, the defrosting problem has been completely solved in the flat plate or smooth wall coil construction. With this system, extra lines of pipe, valves, or gauges which usually tangle the mind of the operator are not needed. All that is necessary is to scrape off the frost. This takes only a few minutes and anyone can do it.

Air Circulation Not Needed.

"What the retailer needs in a frosted food case is simplicity of construction. A zero case, including the machine, must be durable and dependable and not have a lot of contrivances to get out of order. The wet or dry wall system when properly constructed and installed is a most wonderful invention for preserving and handling frosted foods. As a matter of fact it is the only known system at present that gives complete satisfaction. A case should be constructed without any, or as few pipe connections inside as possible. Every connection eliminated cuts down a chance of a leak."

"Another important feature with this dry wall or plate system is that circulation is brought to a minimum. Frosted foods require no circulation of air. As a matter of fact, circulation of air is a detriment to frosted foods. Consequently, the less circulation of air in a case, the better, as circulation helps draw the moisture and flavor from the goods."

"The doors on a case are something like the works of a watch. When the works go bad the watch becomes a failure. With a zero case, when the doors go bad the owner has trouble enough. Consequently, the doors must be well insulated and built to maintain a low temperature, the same as the walls. Also, they should be as near moisture proof as possible. Hardware should be strong and durable and door latches, self-closing, otherwise the doors might often be left ajar."

Drawers Cut Refrigerating Cost.

"The inside arrangement of the case depends largely on the style of packages and the manner in which the goods are to be merchandised. When the majority of the goods are in uniform packages, the lower compartment should be fitted with metal drawers for retailing. When a door is opened the cold air rushes out of the case. Only a small quantity is lost when a drawer is opened."

"If it is desired to arrange a display in the top compartment and not sell out of this section, which is the proper method, the display should be baffled off, so no warm air or moisture can enter the display compartment or fog up the front glass. Compartment back of the display should hold a large amount of goods for quick service. By this method of display the color and flavor of the goods can be retained."

"When goods are not put up in uniform packages and it is desired to stack same in the upper compartment of the case and sell from the stock, the baffle arrangement should be left out, also the drawers in the bottom compartment. However, displays can not be kept attractive when sales are made out of the display section. As a matter of fact,

a beautiful display should not be broken up. The display when properly arranged is very valuable as a silent salesman."

Best Equipment the Cheapest.

"The outside of the case should be constructed of metal or some moisture-proof material. Porcelain and monel metal seem to be the best materials to use. Extra storage space, when needed, can easily be furnished in conjunction with the case, or installed separately against the wall, or even in a back room. The nearer you have it to the display case, the better, in order to save steps."

"Any person going in the frosted food business should purchase the best equipment obtainable, looking beyond the price. The price is not what one pays for. Frosted foods need dependable equipment and dependable equipment is necessary to make a profit. One can get blood out of a stone as easily as a profit out of frosted foods in warm weather if the equipment is not dependable and breaks down every few days. If there ever was a business that needs high grade equipment, it is the frosted food business, as a low temperature at all times is the foundation of the business—the master key to success."

PROGRESS WITH SOLID CO₂.

Ernest Du Bois of Brussels, Belgium, vice-president of the International Carbolic Engineering Company, made a flying trip to the United States to attend the formal opening of the new carbon dioxide ice plant of the Michigan Alkali Co., of Wyandotte, Mich., and to purchase American machinery for his various interests in Europe. The Wyandotte plant is the first of a series of units using the Carba process to be placed in operation in this country.

Mr. Du Bois, owner of the Carba process rights in Belgium, is said to be the largest manufacturer in Europe of the various forms of carbolic acid gas. He has had a large part in the progress that carbon dioxide ice has made throughout the world, and the advance in refrigerating methods that its economical production and use have made possible. He claims that by means of the Carba process carbon dioxide ice (solid CO₂) can be made at about one-fifth its former cost.

He expressed amazement at the rapid strides the refrigerating industry was making with solid CO₂ in the United States. He believes radical changes in methods of food-handling and preserving are being made and will continue to be made, because of new developments in quick-freezing processes and because of the ease with which solid CO₂ permits of sub-zero storage. He sees the time close at hand when the quick-freezing and preserving process will become the universal method of handling meat, fish, vegetables, fruits, fruit juices and other perishables that water ice cannot keep in their original freshness.

Mr. Du Bois is head of the society

ALCO CONTROL VALVES

*Installed on Your Refrigerating System
Will Save You Money*

Because they:-

- 1 REDUCE ELECTRIC POWER BILLS. By use of automatic control the machine only operates when you actually need refrigeration.
- 2 REDUCE WATER BILLS. The Alco Magnet Valves provide an instantaneous shut-off of the cooling water. Even though your machine is equipped with an automatic water valve, the use of this magnet valve is desirable in that it provides a positive shut-off at the instant the machine stops.
- 3 MAINTAIN MORE CONSTANT TEMPERATURE. Feeding the amount of refrigerant for the load you have today—not the load you had yesterday!
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Ask a competent engineer about automatic control, or write us for descriptive literature

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Manufacturers of automatic control devices for Refrigeration, Air Conditioning, Heating Systems, Fuel Fired Furnaces and Ovens, and Industrial Heating Processes



of engineers of Brussels, and is interested in numerous industries throughout the world. He owns and operates plants making rayon hosiery, machinery, carbonated water, ice cream and other products. It was through the ice cream industry that Mr. Du Bois met George B. Scarlett, president of the International Carbonic Engineering Company, owners of the Carba process rights in the United States. Georges Hagemans, chief engineer for Mr. Du Bois, will remain in this country for a month or so to confer with engineers who are building other plants for the manufacture of solid CO₂.

The trade name for carbon dioxide ice manufactured under the Carba process patents owned by the International Carbonic Engineering Company is ICECO₂.

REFRIGERATION NOTES.

Plans by the harbor commission of Vancouver, British Columbia, for the construction of a cold storage plant to cost \$1,250,000 have been abandoned for the present, it has been announced by the chairman of the new harbor board.

Oliver Cooperative Growers will erect a cold storage plant in Oliver, British Columbia. Present plans call for a building to cost about \$40,000.

California State Board of Harbor Commissioners has decided to double the capacity of the experimental ship-side refrigerating facilities established last year. Cost of the improvement has been estimated at \$100,000.

E. A. Liebmann is constructing a

100-ton ice plant in Oklahoma City. The new plant is one detail in the expansion plans of Liebmann's Independent Ice Co.

Merchants Ice & Cold Storage Co., Louisville, Ky., is erecting an addition, to cost \$15,000, to its plant.

Allemac Co., El Centro, Calif., is planning the erection of a packing, preserving and refrigerating plant for the preservation of fruits and vegetables. It will cost about \$100,000.

Local fruit and vegetable producers of Bald Knob, Ark., are considering the erection of a quick-freezing plant.

Catron Ice Co., Bonham, Tex., is enlarging its plant and adding a cold storage department.

Property of the McMechan Ice & Cold Storage Co., Wheeling, W. Va., has been purchased by H. L. Bauer, president of the company.

Vermont Fruit Co., Burlington, Vt., is preparing plans for the construction of a plant in which cold storage will be included.

H. J. Lohrey Co., Pittsburgh, Pa., is receiving bids for the construction of a four-story refrigerating plant.

The Borden Co., 350 Madison Ave., New York City, is reported to be considering the erection of a plant for freezing citrus fruit juices in Tampa, Fla.

NATIONAL LEATHER FINANCES.

A loss of \$2,708,997.42 is reported by National Leather Company for the fiscal year ended December 26, 1930. This loss is accounted for in large measure

"United's Service"

*provides
economical and efficient
COLD STORAGE
ROOMS*



*Get our proposal and
specifications on your next job*

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H. PETER HENSCHIEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION
59 East Van Buren St., Chicago, Ill.

by inventory depreciation, the difference between the value of the closing inventory and the same inventories valued at prices ruling a year earlier being more than \$3,000,000.

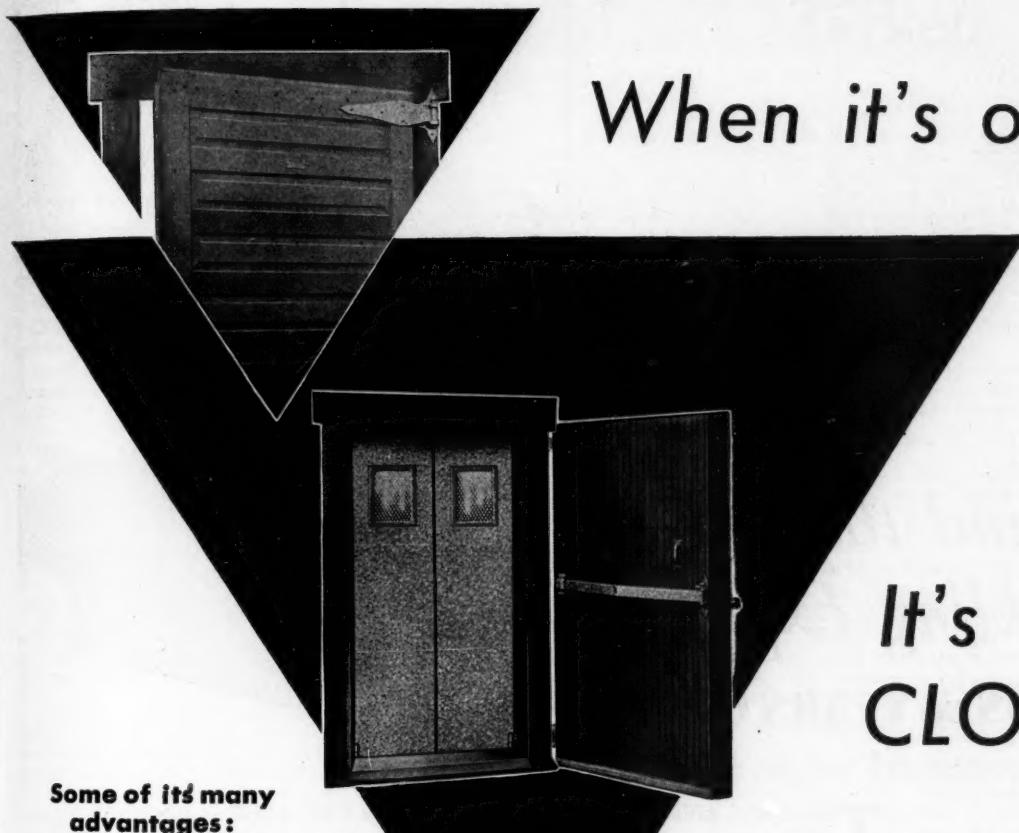
Because of the length of the tanning process, it is pointed out that the average tanner carries more than six months' inventory, the value of which is subject to appreciation or depreciation in changing markets. When hide, skin and leather values decline as they did in 1930, heavy losses are sustained.

In discussing this situation President W. R. Fisher said that "for the past two or three years the tanning industry has done business under extremely difficult conditions. Hide and leather markets have been declining, with slight interruptions, since July, 1928. Cow hides were then worth 24¢ a pound; in December, 1929, they were worth 14¢; and in December, 1930, 7½¢." President Fisher also called attention to the fact that market prices for raw hides and skins are on the average lower than they have been in more than 30 years.

The company's deficit at the beginning of the year was \$4,385,879.98, making the total deficit on December 26, 1930, \$7,094,877.40. However, inventory and current liabilities are less than a year ago, and the current asset ratio is reported as about 8½ to 1.

Officers of the company are Geo. H. Swift, chairman of the board; W. R. Fisher, president; Albert F. Hunt, vice-president; W. W. Sherman, treasurer; F. W. Crocker, secretary; and R. H. Benedict and F. C. Bassett, assistant treasurers.

March 7, 1931.



**Some of its many
advantages:**

—The opening is always closed except as men or goods pass through—and then it's closed again before the men can turn to look. Cuts the usual inrush of warm moist air and outflow of cold dry air to a momentary insignificant flutter.

—Speeds up traffic. Going in there is no pause except to open the outer sealing door. Coming out the batten doors release and throw open the outer door by the Stevenson unlatching bar.

—Built to Jamison standards of strength. The armored batten doors and standard outer door will withstand the battering of the heaviest traffic.

—Eliminates the need for costly, space-eating vestibule airlocks.

—In stock, in standard sizes, ready to ship immediately.

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No other door made for the cold storage industry can match the record of savings made by this Stevenson Vestibule Door ("Door That Cannot Stand Open").

This door installed in your busy doorways will pay for itself in a few short months and then save money for you for years to come. In big plants—little plants—the size doesn't matter—you can't afford to be without it.

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STANDS 50 YEARS OF EXPERIENCE

THE NEW ANDERSON R. B. CRACKLING EXPELLER is not the work of a few years. Since 1880, when this company first opened its doors, we have been manufacturing equipment for the packing plant field. Each Expeller has behind it 50 years of study of the problems of the industry.

Today the new Anderson R. B. Crackling Expeller is the final word in pressing equipment for the dry rendering method. Our engineering staff is constantly at work endeavoring to simplify, improve and make Expellers more efficient. When your plant gets an Anderson R. B. Crackling Expeller, it is securing the last word in pressing equipment . . . equipment that will increase production, lower costs and make its owner greater profits.

Write and tell us about your pressing requirements and we shall send you facts and figures on the use of Anderson Crackling Expellers in your plant.

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Provision and Lard Markets

WEEKLY REVIEW

Some Improvement in Tone—Prices Gain Moderately—Lard Stocks Show Small Increase—Feeding Situation Interesting.

There has been an improving tendency in the lard market, some improvement in the market for hogs and a better tone in the market for meats. The hog movement has not been quite as heavy as feared, and there has developed more confidence and greater willingness to take the constructive side of the market.

The monthly statement of stocks at Chicago was quite surprising. It showed a gain in lard stocks of only a trifle over 2,000,000 lbs., against a large gain during the same time last year. In view of the movement and weight of hogs coming to market this small gain in stocks was thought to mean that the distribution of lard in the domestic market is increasing.

The monthly statement of product stock showed a total of 26,600,000 lbs. of lard at Chicago, against 24,328,000 lbs. last month and 44,593,000 lbs. last year. The movement and weight of hogs coming to market should have meant a fairly liberal gain in lard stocks this year but for the apparent increase in domestic distribution.

February Exports Moderate.

The total stocks of meats at Chicago was given at 155,680,000 lbs., against 124,405,000 lbs. last month and 142,350,000 lbs. last year. These figures were rather disappointing in view of the developments in the lard stock and would appear to indicate a slack demand for meats in the domestic trade, as the exports have not been of any particular volume.

The export statement for the 7 months ended January 31, 1930, showed total exports of lard for the period of 336,316,000 lbs., against 485,399,000 lbs. last year. For January, the decrease in the exports was about 4,500,000 lbs. Exports during February have shown moderate losses compared with last year.

The total exports from January 1 to February 21 have decreased, in round figures, 3,000,000 lbs., compared with a year ago. Exports of hams and shoulders have decreased 3,700,000 lbs., and exports of bacon have decreased 12,100,000 lbs. and have been less than one-half of the total of a year ago. The great decrease in the exports of bacon has been in the shipments to Europe, the exports to other countries showing comparatively moderate changes.

The private reports of the supplies of wheat, corn, oats, barley and rye on farms were extremely interesting in view of the repeated assertions that there was to be a tremendous increase in the farm feeding of wheat. A prominent western statistician now estimates that instead of a farm feeding of 236,000,000 bushels of wheat, as indicated by the estimates of the U. S. Department of Agriculture and the Farm Board, it is now probable that the feeding will not be more than 105,000,000 bu.

The average disappearance of feed-stuffs for the past 5 years and the past 10 years has been several hundred million bushels in excess of the supplies now available. The argument was made early in the season that with the supplies of grain and the small crop of hay there would have to be a material increase in the feeding of wheat, but this increase in wheat feeding has been negligible. With the present average price of hogs, there is every inducement to keep on feeding and this situation is reflected in the average weight of livestock coming to market.

PORK—Demand was fairly good, but mainly of a routine character. The market, however, was steady. Mess at New York was quoted at \$26.50; family, \$27.50; fat backs, \$18.50@21.50.

LARD—Cash demand was fairly good, but export trade moderate. The market, however, was firmer. Prime western at New York was quoted at 9.25@9.35c; middle western, 9.10@9.20c; city, 8%@8%c; refined continent, 9%@9%c; South American, 9%c; Brazil kegs, 10%c; compound, car lots, 10c; smaller lots, 10%c. At Chicago, demand was fairly good, with regular

lard in round lots quoted at March price; loose lard, 70c under March; leaf lard, 97½c under March.

BEEF—Demand was fairly good in the East, and the market was steady. Mess at New York was purely nominal; packet, \$15.00@16.00; family, \$17.00@18.50; extra India mess, \$34.00@36.00; No. 1 canned corned beef, \$3.25; No. 2, \$5.50; 6 lbs. South America, \$16.75; pickled tongues, \$70.00@75.00 per barrel.

See page 45 for later markets.

Stocks at 7 Markets

Stocks of all meats and of lard showed a sharp increase during February, due primarily to the dull demand for product. Hog receipts were not excessive, being nearly 100,000 less at the 11 principal markets than in February a year ago.

While hog receipts were less than those of the same month a year earlier, the average weight of hogs at practically all markets was more, at Chicago

Cut-Out Values Show Improvement

Some improvement in the fresh pork market during the week resulted in a better cut-out value on hogs. Cooler weather and decreased supplies resulted in higher prices on fresh pork loins and some other green meats. This strength, however, was not reflected in the market on cured meats. It is believed in market circles that any material increase in hog supplies would have a depressing influence on fresh pork prices.

At Chicago, heavy, well-finished hogs were stronger during the week and the price spread narrowed considerably between light and heavy weights. Packing sows were in good demand and fancy, well-finished light weight hogs topped the market, but a considerable penalty was placed against the poorer quality lights.

A reduction of approximately 20 per cent in the receipts of hogs at the 11

principal markets from those of a week ago is recorded but the totals are slightly above those of a year ago.

The heaviest cutting loss shown on the four averages of hogs on which a test is reported was \$2.02 for the 225 to 250-lb. average. Good quality light lights showed only a small cutting loss.

The following test, is worked out on the basis of live hog costs and fresh and cured pork product prices at Chicago during the first four days of the current week as shown in THE NATIONAL PROVISIONER DAILY MARKET SERVICE. Each packer should work out his own results on the basis of conditions prevailing at his plant and the kind and quality of hogs he buys.

Storage stocks of meats are heavy, but should hog runs decline and business conditions continue their gradual pick-up, the packer will find himself in a satisfactory situation so far as his holdings are concerned, provided he has been guided in his buying by the cut-out value of his dressed hogs.

| | 160 to 180 lbs. | 180 to 220 lbs. | 225 to 250 lbs. | 275 to 300 lbs. |
|---|--------------------|--------------------|--------------------|--------------------|
| Regular hams | \$1.94 | \$1.68 | \$1.60 | \$1.54 |
| Picnics | .49 | .45 | .43 | .38 |
| Boston butts | .48 | .48 | .48 | .48 |
| Pork loins (blade in) | 1.29 | 1.17 | 1.01 | .88 |
| Bellies, light | 1.71 | 1.55 | .75 | .28 |
| Bellies, heavy | ... | ... | .51 | 1.01 |
| Fat backs | ... | .08 | .20 | .41 |
| Plates and jowls | .11 | .12 | .15 | .18 |
| Rave leaf | .15 | .16 | .16 | .16 |
| P. S. lard, rend. wt. | 1.05 | 1.15 | 1.05 | .96 |
| Spare ribs | .09 | .08 | .08 | .08 |
| Regular trimmings | .11 | .11 | .11 | .11 |
| Rough feet | .03 | .08 | .03 | .08 |
| Tails | .02 | .01 | .01 | .01 |
| Neck bones | .04 | .03 | .03 | .03 |
| Total cutting value | \$7.51 | \$7.10 | \$6.69 | \$6.54 |
| Total cutting yield | 66.00% | 68.00% | 70.00% | 71.00% |
| Crediting edible and inedible offal to the above total cutting values and deducting from this sum the live cost of hogs plus all expenses, the following results are shown: | | | | |
| Loss per cwt. | \$.20 | \$.50 | \$.85 | \$.50 |
| Loss per hog | \$.49 | \$ 1.18 | \$ 2.02 | \$ 1.70 |

CUT YOUR GRINDING COSTS



STEDMAN'S FOUNDRY & MACHINE WORKS
AURORA, INDIANA, U.S.A. FOUNDED 1834

the average being 5 lbs. higher, with quality in the medium and heavy weights good.

Pickled meats showed a gain of over 19,000,000 lbs. during the month, dry salt meats over 18,000,000 lbs. and lard nearly 4,000,000 lbs.

Stocks of all meats, with the exception of dry salt bellies, are heavier than those of a year ago, but lard stocks are 25,000,000 lbs. under those of March 1, 1930.

These stocks went into storage at prices considerably under those of a year earlier, the February average price of Chicago hogs being \$7.10, compared with \$10.65 last February and \$10.25 during February two years ago.

While stocks are large, there is little trend toward increased supplies of live hogs over any sustained period and improvement in the general industrial situation would result in early strengthening in the value of storage stocks.

Stocks at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on Feb. 28, 1931, with comparisons, as compiled by THE NATIONAL PROVISIONER, are reported as follows:

Feb. 28, Jan. 31, Feb. 28.
1931. 1931. 1930.

| | | | |
|--------------------|-------------|-------------|-------------|
| Total S. P. meats | 240,064,094 | 200,934,298 | 214,276,489 |
| Total D. S. meats | 53,877,523 | 35,389,425 | 49,014,221 |
| Total all meats | 320,140,627 | 257,434,458 | 282,965,596 |
| P. S. lard | 29,274,616 | 25,379,187 | 45,906,746 |
| Other lard | 9,531,715 | 8,567,038 | 17,481,829 |
| Total lard | 38,806,331 | 33,946,220 | 63,388,575 |
| S. P. regular hams | 76,802,938 | 65,149,587 | 66,035,949 |
| S. P. sknd. hams | 72,881,333 | 59,389,951 | 62,236,372 |
| S. P. bellies | 60,945,072 | 51,332,568 | 58,808,653 |
| S. P. picnics | 28,962,725 | 24,592,056 | 26,711,412 |
| D. S. bellies | 32,962,664 | 20,306,854 | 34,564,620 |
| D. S. fat backs | 18,181,561 | 14,038,673 | 13,067,357 |

JAN. CANADIAN SLAUGHTERS.

Total inspected slaughter of livestock at leading Canadian centers for January, 1931, with comparisons:

| | Jan. 1931. | Jan. 1930. |
|--------|---------------|---------------|
| Cattle | 53,103 | 54,345 |
| Calves | 15,383 | 14,187 |
| Hogs | 165,902 | 206,542 |
| Sheep | 37,361 | 30,879 |

CANADIAN MEATS IN STORAGE.

Cold storage holdings of meats in Canada as of Feb. 1, 1931, as reported by the Dominion Live Stock Branch:

| Feb. 1, 1931. | Jan. 1, 1931. | Feb. 1, 1930. | 5 Yr. Av. |
|------------------|------------------|------------------|------------|
| Beef | 10,874,659 | 11,218,320 | 20,212,641 |
| Veal | 1,385,421 | 2,154,751 | 2,502,278 |
| Pork | 21,106,056 | 19,586,563 | 31,987,714 |
| Mutton & lamb | 5,318,014 | 6,962,072 | 7,094,632 |
| | | | 5,545,477 |

Mathieson Ammonia

Anhydrous and Aqua

SODA ASH CHLORINE PRODUCTS
CAUSTIC SODA BICARBONATE OF SODA
LIQUID CHLORINE H T H (HYPOCHLORITE)
BLEACHING POWDER PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

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PHILADELPHIA CHICAGO PROVIDENCE
CHARLOTTE CINCINNATI
Works: NIAGARA FALLS, N. Y. SALTVILLE, VA.



PORK AND LARD PRICES.

Average wholesale prices of fresh and cured pork products, lard and compound at Chicago and New York for Feb., 1931, with comparisons, are figured by the Chicago office of the U. S. Bureau of Agricultural Economics:

FRESH PORK CUTS.

| | Chicago | New York |
|-------|---------|----------|
| Feb. | Feb. | Feb. |
| 1931. | 1930. | 1931. |

Hams.....\$15.60 \$22.02 \$17.55 \$22.12

Loins.....14.06 21.42 15.52 21.58

10-12 lb. av.....13.34 20.76 14.78 20.58

12-15 lb. av.....12.44 19.51 13.52 18.92

16-22 lb. av.....11.46 17.11 12.61 17.85

Shoulders, N. Y. Style, Sk. No. 1.....10.34 16.25 12.70 16.94

CURED PORK CUTS, LARD AND LARD SUBSTITUTES.

Hams, Smoked, Regular, No. 1.....

8-10 lb. av.....22.62 27.50 24.25 27.38

10-12 lb. av.....22.25 26.50 22.95 26.88

12-14 lb. av.....20.38 26.50 22.12 26.12

14-16 lb. av.....20.25 26.50 21.90 25.25

Hams, Smoked, Regular, No. 2.....

8-10 lb. av.....19.62 25.00 20.25 24.25

10-12 lb. av.....19.62 25.00 23.99 25.38

12-14 lb. av.....18.50 25.00 18.95 22.88

14-16 lb. av.....18.50 24.75 18.92 22.12

Hams, Smoked, Skinned, No. 1.....

16-18 lb. av.....21.69 28.25 23.35 27.75

18-20 lb. av.....21.19 27.75 22.62 26.88

Hams, Smoked, Skinned, No. 2.....

16-18 lb. av.....20.25 26.25 18.95 22.50

18-20 lb. av.....19.41 25.25 18.50 22.00

Bacon, Smoked, No. 1 (Dry Cure).....

6-8 lb. av.....27.69 31.50 28.12 31.25

8-10 lb. av.....27.06 30.38 26.88 30.25

Bacon, Smoked, No. 1 (S. P. Cure).....

8-10 lb. av.....21.25 27.25 20.81 21.75

10-12 lb. av.....20.50 26.25 20.22 21.00

Picnics, Smoked, No. 1.....

4-8 lb. av.....12.81 18.88 12.25 18.00

Fat Backs, D. S. Cured, No. 1.....

12-14 lb. av.....9.00 14.50 11.08 12.50

Lard, Refined, 1 lb. Cartons.....

9.66 13.09 11.50 14.50

Lard, Refined, Hardwood Tubs.....

8.94 12.38 10.25 12.38

Lard, Substitute, Hardwood Tubs.....

8.90 11.12 10.38 11.50

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended February 28, 1931:

HAMS AND SHOULDERs, INCLUDING WILTSHIRES.

| | Week ended | Jan. 1, | | | |
|--|------------|---------|--------|---------|------|
| | Feb. | Mar. | Feb. | Feb. | Feb. |
| | 1931 | 1931 | 1931 | 1931 | 1931 |
| Total | 549 | 515 | 576 | 9,086 | |
| To Belgium | 536 | 251 | 532 | 8,772 | |
| United Kingdom | 536 | 251 | 532 | 8,772 | |
| Other Europe | ..... | ..... | 2 | 23 | |
| Cuba | 28 | 31 | 301 | | |
| Other countries | 13 | 194 | 11 | 548 | |
| BACON, INCLUDING CUMBERLANDS. | | | | | |
| Total | 1,363 | 3,842 | 923 | 12,068 | |
| To Germany | 40 | 233 | 65 | 550 | |
| United Kingdom | 1,153 | 2,698 | 695 | 8,968 | |
| Other Europe | 69 | 284 | 62 | 7,667 | |
| Cuba | 230 | 7,719 | 980 | 16,732 | |
| Other countries | 101 | 125 | 103 | 554 | |
| LARD. | | | | | |
| Total | 16,912 | 21,816 | 13,138 | 131,002 | |
| To Germany | 3,259 | 5,267 | 5,850 | 30,038 | |
| Netherlands | 2,418 | ..... | 2,418 | 2,418 | |
| United Kingdom | 8,559 | 5,259 | 3,689 | 57,198 | |
| Other Europe | 644 | 1,089 | 1,881 | 7,667 | |
| Cuba | 230 | 7,719 | 980 | 16,732 | |
| Other countries | 1,762 | 2,482 | 729 | 18,855 | |
| PICKLED PORK. | | | | | |
| Total | 51 | 232 | 96 | 2,265 | |
| To United Kingdom | 3 | 53 | 4 | 315 | |
| Other Europe | ..... | 39 | 25 | 67 | |
| Canada | 21 | 95 | 62 | 686 | |
| Other countries | 27 | 45 | 5 | 1,181 | |
| TOTAL EXPORTS BY PORTS. | | | | | |
| Week ended February 28, 1931. | | | | | |
| Hams and shoulders, Bacon, Lard, Pickled pork, M. lbs. | | | | | |
| Total | 549 | 1,363 | 16,912 | 51 | |
| Boston | 523 | 303 | 1,039 | 27 | |
| Port Huron | ..... | 128 | 1,065 | 19 | |
| Key West | ..... | ..... | c | c | |
| New Orleans | 13 | 2 | 1,902 | 2 | |
| New York | 13 | 929 | 11,810 | 2 | |
| DESTINATION OF EXPORTS. | | | | | |
| Hams and shoulders, Bacon, Lard, Pickled pork, M. lbs. | | | | | |
| Exported to: | | | | | |
| United Kingdom (total) | 536 | 1,123 | | | |
| Liverpool | 263 | 828 | | | |
| London | 116 | 181 | | | |
| Glasgow | 141 | ..... |  |  |  |
| Other United Kingdom | 17 | 144 | | | |
| Exported to: | | | | | |
| Germany (total) | 3,229 | | | | |
| Hamburg | ..... | 3,229 | | | |

CANADIAN MEATS TO U. S.

Exports of livestock and meats from Canada to the United States for January, 1931, with comparisons:

| | Jan. 1931. | Jan. 1930. |
|--------------|---------------|---------------|
| Cattle, No. | 285 | 3,205 |
| Calves, No. | ..... | 3,303 |
| Hogs, No. | 3 | 4 |
| Sheep, No. | 213 | 121 |
| Beef, lbs. | 30,800 | 1,049,300 |
| Bacon, lbs. | 83,500 | 189,100 |
| Pork, lbs. | 88,900 | 168,600 |
| Mutton, lbs. | 100 | 700 |

LARD AND GREASE EXPORTS.

Exports of lard from New York City, Feb. 1 to Feb. 28, 1931, totaled 42,154,577 lbs.; tallow, none; greases, 2,608,800 lbs.; stearine, none.

Exports of lard from New York City, Mar. 1 to Mar. 4, 1931, totaled 2,871,696 lbs.; tallow, 63,200 lbs.

Watch the Wanted page for bargains.

March 7, 1931.

Tallow and Grease Markets

WEEKLY REVIEW

TALLOW—While rather moderate operations featured the tallow market in the East the past week, there was a distinctly steadier tone. A moderate volume of trade was reported passing at 3½c, f.o.b. New York, for extra, although there were rumors of sales at 3¾c, and it appeared as though some producers had sold a grade slightly better than extra at the outside figure. Throughout the week there was little or no pressure of supplies on the market, the indications being that producers were comfortably sold up for the immediate future.

Consumers, on the other hand, while displaying a fair interest in later shipment, were not disposed to raise their ideas materially at the moment. However, there was an increased feeling that tallow has seen its low point, and some would not be surprised to see values move up moderately in the near future.

At New York, special was quoted 3½c; extra, 3¾@3½c; edible, 5c nominal.

At Chicago, the market was firmer, but there was no particular trading. There has been a fair movement of stuff originating at outside points, but large producers were not inclined to offer freely at the present levels. At Chicago, edible was quoted at 4½c; fancy, 4½c; prime packer, 4c; No. 1, 3½c; No. 2, 2½@2¾c.

There was no tallow auction at London this week. At Liverpool, Australian tallow was unchanged to 3d lower. Fine was quoted at 2ls 6d and good mixed at 2ls.

STEARINE—A much better tone featured the market for stearine at New York, with business reported at 7½c. The market later was quoted at 7¾c, domestic and export trade apparently having taken the surplus off the market. At Chicago, the market was firmer. Sales of oleo were reported at 7¾c, with the market later quoted firm at 7¾c.

OLEO OIL—Demand was quieter after the good trade of late, but offerings were smaller and the market stronger. At New York, extra was quoted at 7½@7¼c; prime, 6@6¼c; lower grades, 5¾c. At Chicago, the market was quiet and steadier, with extra oleo quoted at 6¾c.

See page 45 for later markets.

LARD OIL—A steadier tone in raw materials and a slightly better demand made for a steady tone in lard oil. Edible at New York was quoted at 12½c; extra winter, 9½c; extra, 8¾c; extra No. 1, 8¼c; No. 1, 8c; No. 2, 7¾c.

NEATSFOOT OIL—Trade was rather quiet, but the market ruled steady. There was a firm tone in raw materials. At New York, pure was quoted at 10½c; extra, 8½c; No. 1, 8¼c; cold test, 15c.

GREASES—While consuming demand in the grease market at New York was rather moderate, there were

reports at times of more demand for the better greases. On the whole, the undertone was distinctly steadier. As yet there have been no particular price changes, but offerings were pressed less, and the better feeling in tallow appeared to have spread to the grease market. There was more of a tendency to emphasize the low levels prevailing. Reports indicate, however, that consumers, being fairly well stocked up for the immediate future, are interested only in later deliveries.

At New York, brown grease was quoted at 2½@2¾c; yellow and house, 2½@3½c; A white, 3½@3½c; B white, 3@3½c; choice white, 4½@5c nominal.

At Chicago, a firmer tone in greases featured the market, although there was no particular trading. There has been a fairly good movement of various grades originating at outside points, while larger producers were not pressing offerings at the present levels. Sales of choice white grease were reported at 3½c. At Chicago, brown was quoted 2½@2¾c; yellow, 2½@2¾c; B white, 3½c; A white, 3½c; choice white, 3@4c.

By-Products Markets

Chicago, March 5, 1931.

Blood.

Sales of blood are reported at \$2.25 @2.35. The market is not active.

Unit Ammonia.

Ground and unground.....\$2.25@2.35

Digester Feed Tankage Materials.

The market continues easy and prices are about in line with last week.

Unit Ammonia.

Unground, 11½ to 12% ammonia, \$2.00@2.25 & 10c

Unground, 6 to 8% ammonia.....2.00@2.25 & 10c

Liquid stick.....1.75@2.00

Steam bone meal, special feeding, per ton.....30.00

Packinghouse Feeds.

Product continues in fair demand. Prices are quoted on carload basis, f.o.b. producing plants.

Digester tankage, meat meal.....\$ @45.00
Meat and bone scraps, 50%.....@ 45.00

Fertilizer Materials.

The market for fertilizer materials continues quiet with little or no trading reported. Prices show no change and are nominal.

Unit Ammonia.

High grd. ground, 10@11% am. \$ 2.25@ 2.35 & 10c

Low grd. and ungrd., 6-9% am. 2.25@ 2.35 & 10c

Tankage, low grd., per ton 15.00@16.00

Hoof meal.....2.00@ 2.25

Cracklings.

The crackling market is showing a little more activity. Sales of good grade have been made at 55c.

| | Per Ton. |
|--|------------|
| Hard pressed and exp. unground, per unit protein | \$.50@ .55 |
| Soft prsd. pork, ac. grease & quality 35.00@40.00n | |
| Soft prsd. beef, ac. grease & quality 30.00@35.00n | |

Bone Meals (Fertilizer Grades).

| |
|--|
| The bone meal market is showing little activity. Quotations are nominal. |
| Raw bone meal for feeding.....\$ @32.00 |
| Steam ground, 3 & 50.....22.00@23.00 |
| Steam, unground, 3 & 50.....18.00@20.00 |

Horns, Bones and Hoofs.

| | Per Ton. |
|--|----------|
| Horns, according to grade.....\$75.00@150.00 | |
| Mfg. shin bones.....65.00@110.00 | |
| Cattle hoofs.....20.00@25.00 | |
| Junk bones.....16.00@17.00 | |

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

Gelatine and Glue Stocks.

Little activity reported. Prices are mostly nominal.

| | Per Ton. |
|--|----------|
| Kip stock.....\$28.00@30.00 | |
| Calf stock.....42.00@45.00 | |
| Hide trimmings (old style).....28.00@30.00 | |
| Hide trimmings (New style).....20.00@22.00 | |
| Horn pits.....@25.00 | |
| Cattle jaws, skulls and knuckles.....23.00@24.00 | |
| Sinews, plizzles.....28.00@30.00 | |
| Pig skin scraps and trim, per lb. 2 @ 2½ | |

Animal Hair.

The animal hair market is very quiet. Prices are nominal.

| |
|---|
| Summer coll and field dried.....1½@ 1½c |
| Processed, black winter, per lb. 5%@ 6c |
| Processed, grey, winter, per lb. 4%@ 6c |
| Cattle switches, each*.....1½@ 2c |

* According to count.

EASTERN FERTILIZER MARKETS.

(Special Letter to The National Provisioner.)

New York, Mar. 4, 1931.—Sales of ground tankage were made at \$2.65 and 10c and ground tankage is being offered in very limited quantities in this market. Unground tankage sold as low as \$2.15 and 10c New York, and there are fair-sized stocks of this material on hand.

Ground dried blood has been selling at \$2.65 per unit f.o.b. New York, and it looks as though this price would hold for the time being, as stocks are very light. On the other hand, the demand is very limited.

Considerable resale materials, such as tankage, blood and whale guano are being offered at various Atlantic and Gulf ports at concessions due to the present low prices prevailing in the Western feeding markets.

Foreign steamed bonemeal is a little higher in price and some producers cannot even make March shipment, being sold up.

Considerable business has been done in cracklings and the market is in fairly good shape at present.

WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

THE KENTUCKY CHEMICAL MFG. CO., Inc.

COVINGTON, KY. Opposite Cincinnati, Ohio

Buyers of Beef and Pork Cracklings

Both Soft and Hard Pressed



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

G. H. Hammond Company
Chicago, Illinois

HAMMOND'S Mistletoe MARGARINE

MARGARINE MATERIALS USED.

Oleomargarine produced and the materials used in its manufacture during January, 1930, with comparisons:

| Ingredients of un-colored margarine: | Jan., 1930. | Jan., 1929. |
|---|-------------|-------------|
| Butter | 86,718 | 232,634 |
| Cocoanut oil | 14,672,976 | 17,904,930 |
| Cottonseed oil | 1,806,751 | 2,466,805 |
| Derivative of glycerine | 13,578 | |
| Edible tallow | | 1,705 |
| Lecithin | 1,400 | |
| Milk | 7,296,776 | 8,603,966 |
| Mustard oil | 26,669 | 6,438 |
| Neutral lard | 692,337 | 1,641,831 |
| Oleo oil | 2,040,351 | 3,211,016 |
| Oleo stearine | 425,572 | 400,792 |
| Oleo stock | 60,500 | 70,485 |
| Palm oil | 600,448 | 45,199 |
| Palm kernel oil | | 970 |
| Peanut oil | 444,772 | 487,922 |
| Salt | 2,040,016 | 2,595,626 |
| Sesame oil | 16,074 | |
| Soda (benzoate of) | 8,083 | 10,129 |
| Soya bean oil | 196,964 | 2,385 |
| Total | 30,429,997 | 37,781,833 |
| Ingredients of colored margarine: | | |
| Butter | 2,945 | 450 |
| Cocoanut oil | 584,662 | 200,443 |
| Color | 1,734 | 599 |
| Cottonseed oil | 162,076 | 68,005 |
| Derivative of glycerine | | 45 |
| Milk | 430,894 | 167,331 |
| Neutral lard | 164,239 | 55,836 |
| Oleo oil | 328,474 | 123,710 |
| Oleo stearine | 8,360 | 3,220 |
| Oleo stock | 5,230 | 1,010 |
| Palm oil | 41,472 | 17,800 |
| Peanut oil | 28,574 | 9,818 |
| Salt | 123,989 | 48,594 |
| Soda (benzoate of) | 173 | 73 |
| Soya bean oil | | 351 |
| Total | 1,883,422 | 697,286 |
| Total ingredients for colored and uncolored | 39,665,255 | 31,127,283 |

JAN. MARGARINE PRODUCTION.

Margarine production during January, 1931, as reported by margarine manufacturers to the U. S. Bureau of internal revenue, with comparisons, was as follows:

| | Jan., 1931. Lbs. | Jan., 1930. Lbs. |
|-----------|---------------------|---------------------|
| Uncolored | 25,143,892 | 31,021,542 |
| Colored | 506,247 | 1,518,491 |
| Total | 25,740,139 | 32,540,033 |

The Blanton Company
ST. LOUIS
Refiners of
VEGETABLE OILS
Manufacturers of
SHORTENING
MARGARINE

TAX ALL COLORED MARGARINE.

The Brigham bill (HR 16,836) to provide an internal revenue tax of 10c lb. on yellow margarine, however colored, was passed by the House at Washington on February 26 by a vote of 302 to 101, and by the Senate at a night session on March 2 by a vote of 68 to 9. President Hoover signed the bill on March 4. The provisions are that the law shall become effective 90 days after enactment.

The purpose of the law is to change the basis for applying the tax of 10c lb. on colored margarine levied by the Act of August 2, 1886. The law formerly provided that the 10c tax should be levied upon oleomargarine artificially colored so as to cause it to look like butter or any shade of yellow, while uncolored oleomargarine was taxed $\frac{1}{4}$ c lb.

Under the amendment to this law the basis of applying the tax is changed. Now the 10c tax will be levied on all colored margarine, regardless of whether or not the color is artificially obtained. The tax on uncolored margarine is not changed, remaining at $\frac{1}{4}$ c lb.

A recent bulletin of the Institute of American Meat Packers calls attention to the fact that at certain seasons of the year the use of animal fats in their natural colors in the manufacture of margarine yields a product over 1.6 degrees in color as measured on the Lovibond scale. This margarine is now taxable at the rate of 10c lb.

COTTON SEED INQUIRY GOES ON.

The Federal Trade Commission's investigation into cottonseed prices has ended at Dallas, Tex., and was transferred to Jackson, Miss., on March 2. Testimony has been taken in a number of Southern states by the commission under the authority of two Senate resolutions directing the commission to investigate the cottonseed crushers, oil mills and all other allied activities of the cottonseed industry to ascertain whether price agreements exist in violation of the Sherman and Clayton anti-trust laws.

JAN. MARGARINE EXPORTS.

Exports of oleomargarine from the United States during January, 1931, totaled 55,415 lbs., according to the U. S. Bureau of Agricultural Economics. Panama was the best customer, taking 24,370 lbs. Total exports for January, 1930, were 70,790 lbs.

MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Mar. 4, 1931.—At the opening of the cottonseed meal market, a very tight situation was developed in the March position which was forced up during the day's trading \$1.00 a ton, the highest sales being at \$26.85. The more deferred positions sympathized only slightly with March, May, for instance, being up at one time 50c a ton. Just before the close, selling became rather general, and April and May sold back to \$26.15, being up from yesterday about 30c.

The advance had the appearance of having culminated today as short covering seems to have been satisfied. There has been a good demand for spot meal for the past week or ten days, but dealers report a marked slowing up of the demand today. Outside influences are not having much effect on the meal market, which seem to be dominated by the March option which is tight on account of a lack of deliveries. The premium, however, should attract deliveries in this market.

The cotton seed market was again dull and inactive, and prices were unchanged. Bids were the same as yesterday, with offerings very limited.

COTTON OIL EXPORTS UP.

Exports of refined cottonseed oil from the United States increased from 6,783,000 lbs. in 1929 to 11,903,000 lbs. in 1930, according to the U. S. Department of Commerce. This increase occurred almost entirely in the trade with Cuba, which amounted to 6,790,000 lbs. during 1930, more than five times as much as was purchased by that country in 1929. Shipments to Mexico also show a decided increase.

The demand for other cottonseed products—cake and meal—and linseed cake and meal and other feeds and fodders declined considerably. The greatest decrease occurred in shipments of cottonseed cake to Denmark and linseed cake to the Netherlands, our leading customers for these products.

P. & G. EXTENSION PLANS.

Procter & Gamble is concluding negotiations for the purchase of the Portsmouth Cotton Oil Refining Co., according to report. This marks the first step in the extension of the company's sales outlet for the cottonseed cooking oil division.

Vegetable Oil Markets

WEEKLY REVIEW

Trade Fair—Market Very Steady—Crude Tight—Cash Demand Spasmodic—Lard Better—Weather Satisfactory—Planting Started in Southern Texas.

A decidedly steady situation continued the outstanding feature in cotton oil futures on the New York Produce Exchange the past week. A fairly good daily turnover was experienced, but again there was no particular pressure on the market. As a result, a very steady undertone prevailed. Commission house trade was mixed on the bulges, which did not get very far, but offerings dried up on the setbacks, and it took but moderate buying power to maintain values.

A good deal of the strength was again traceable to the tightness in the crude market, although it was quite evident that the steadier situation in lard was having some influence. Wire house trade was on both sides, but at times there were indications of local and southern hedge selling in a moderate way. At the same time, interests with western wire connections were fair buyers of the futures.

Commission house liquidation in March was on a fairly good scale, and there was some switching from March to the later months. Refiners' brokers, however, continued to compete for the March offerings, and the spot position was aided somewhat by the fact that thus far there have been no deliveries on contract.

Acreage Reduction Being Watched.

The ring element was disposed to fight the advances, being encouraged somewhat by the weaker tone in the securities market and a setback in cotton from the recent high. Rather satisfactory weather conditions in the South attracted some attention, as did also private acreage reports. The latter indicated that in some areas the acreage reduction would not be as large as recently talked of. The trade as a whole, however, appeared to be anticipating a cut in acreage of from 10 to 15 per cent, although Texas advises

were that the acreage there would be reduced less than 10 per cent. The weekly weather report stated that planting was under way in extreme southern Texas, while some of the private wires reported planting in southern Texas started, but a month late.

Cash oil trade was rather spasmodic. This was not surprising, however, owing to the narrow fluctuations in the market and a disposition on the part of consumers to operate cautiously for the time being. On the whole, indications were that trade was holding up as well as might be expected under prevailing conditions. Estimates on February consumption were around 250,000 bbls., compared with 283,000 bbls. the same time last year.

Oil Market Strong.

The Chicago lard stocks during February increased 2,272,000 lbs., compared with an increase of around 13,400,000 lbs. the same time last year. Stocks now total 26,601,000 lbs., against 44,593,000 lbs. last year. The disappointingly light gain in the stocks, in view of the liberal hog run, was looked upon by oil men as indicating

SOUTHERN MARKETS

New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Mar. 5, 1931.—Cotton oil markets continue steady to firm. Texas crude, 6½c bid. Valley, 6½c. Mills generally are holding for higher prices. Season's crush rapidly nearing the end; with crude stocks comparatively light.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Mar. 5, 1931.—Crude cottonseed oil, 6½c; forty-one per cent protein cottonseed meal, \$26.75; loose cottonseed hulls, \$9.00.

Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Mar. 5, 1931.—Prime cottonseed oil, 6½c@6¾c; forty-three per cent meal, \$25.00; hulls, \$10.00; mill run linters, 1½@2¼c.

that cash lard trade has been good, and partly at the expense of compound, owing to the relative cheapness of lard. Whether this is true to any extent, will not be determined until the statistical report for February is available next week.

The oil market in the South continued strong. A moderate business passed at 6½c in the Southeast and Valley, with buyers showing further interest at that level. Mills were holding for ¾c more, and in some cases for even higher prices. In Texas, crude advanced to 6¾c bid, with little coming out. The mills there are holding for 6½c.

There was no change in the larger refiners' attitude towards carrying the bulk of their supplies unhedged. This and the fact that there will be little or no pressure of the crop in the market places the future market in a position where it is more apt to reflect supply and demand rather than be influenced by other factors. The lard developments will continue very important in the immediate future, but climatic conditions in the South and the new crop acreage will command more attention from this time forward.

Should lard materially improve its relative position, and consumption of oil the last six months fall off moderately compared with last year, there are good possibilities of a smaller carryover of oil than last season. However, should consumption drop materially and the carryover prove to be larger than last season, the market might readily become an altogether new crop proposition.

COCOANUT OIL—Demand was rather quiet and the market was easier on nearby stuff, with consumers inclined to look on. At New York, nearby tanks were quoted at 4½@4¾c; futures, 4¾c. At the Pacific Coast, nearby tanks quoted 4%@4½c; futures, 4¾c.

CORN OIL—While demand was quieter and buyers and sellers about ¼c apart in their ideas, mill offerings were light and rather firmly held. Tanks at New York were quoted at 7½c f.o.b., mills.

SOYA BEAN OIL—Demand was

TRADE AT NEW YORK

Cotton Seed Oil Futures Market

Contract 60,000 pounds loose in licensed bonded warehouses; New York and Southern deliveries. Grade bleachable prime summer yellow oil. An equitable contract for all concerned—the producer, the consumer, and speculator, with carrying charges on a fixed basis by the exchange.

Why not trade where you have an equal advantage?

HEDGE AT NEW YORK

NEW YORK PRODUCE EXCHANGE

HEDGE AT NEW YORK

TRADE AT NEW YORK

slow, but prices were steady, although it was intimated that the market might be shaded on firm bids. At New York, tanks were quoted at 6½@6¾c.

PALM OIL—A fairly good business in shipment oil passed last week, but trade this week was quieter. The market is about steady. At New York, spot Nigre was quoted at 4½@4¾c; shipment Nigre, 4.15c; spot Lagos, 5¼c nominal; shipment Lagos, 4½c; 12½ per cent acid oil, 4.40c; 25 per cent acid, 4.32½c.

PALM KERNEL OIL—Demand failed to show improvement, and with offerings fair, the undertone was easier. New York bulk oil for shipment was quoted at 4¾c c.i.f.

OLIVE OIL FOOTS—A scarcity of nearby supplies made for a strong situation on the spot at New York. Spot was quoted at 6½@7c. Shipment demand was limited, and the market was about steady. Shipment foots were quoted at 6@6½c.

RUBBERSEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market nominal.

COTTONSEED OIL—Available store oil supplies at New York were light, and the market was quiet but steady. Southeast and Valley crude 6½c bid; Texas, 6¾c bid. A little oil is being offered in all sections at ½c above buyers' ideas.

COTTONSEED OIL—Market transactions at New York:

Friday, February 27, 1931.

| | Range | | | Closing |
|--------|-------|------|------|-----------|
| Sales. | High. | Low. | Bid. | Asked. |
| Spot | | 740 | a | ... |
| Mar. | 7 | 750 | 749 | 750 a 752 |
| Apr. | | | 758 | a 765 |
| May | 5 | 771 | 770 | 771 a 770 |
| June | | | 773 | a 783 |
| July | 9 | 784 | 781 | 782 a 796 |
| Aug. | | | 790 | a 795 |
| Sept. | | | 793 | a 796 |
| Oct. | | | 780 | a 798 |

Sales, including switches, 21 contracts. Southeast crude, 6½c nominal.

Saturday, February 28, 1931.

| | | | |
|-------|-----|-----|-----------|
| Spot | 735 | a | ... |
| Mar. | 9 | 749 | 747 |
| Apr. | | | 756 a 760 |
| May | 2 | 769 | 768 |
| June | | | 770 a 770 |
| July | | | 777 a 780 |
| Aug. | | | 785 a 795 |
| Sept. | | | 787 a 793 |
| Oct. | | | 778 a 795 |

Sales, including switches, 11 contracts. Southeast crude, 6½c sales.

Monday, March 2, 1931.

| | | | |
|-------|-----|-----|-----------|
| Spot | 740 | a | ... |
| Mar. | 8 | 752 | 750 |
| Apr. | | | 758 a 765 |
| May | 3 | 777 | 775 |
| June | | | 770 a 773 |
| July | | | 773 a 785 |
| Aug. | | | 780 a 783 |
| Sept. | | | 785 a 800 |
| Oct. | | | 788 a 795 |

Sales, including switches, 11 contracts. Southeast crude, 6½c nominal.

Tuesday, March 3, 1931.

| | | | |
|-------|-----|-----|-----------|
| Spot | 740 | a | ... |
| Mar. | 13 | 753 | 753 |
| Apr. | | | 752 a 754 |
| May | 1 | 777 | 777 |
| June | 2 | 786 | 786 |
| July | 13 | 786 | 784 |
| Aug. | | | 790 a 800 |
| Sept. | 1 | 799 | 799 |
| Oct. | | | 785 a 800 |

Sales, including switches, 32 contracts. Southeast crude, 6½c bid.

Wednesday, March 4, 1931.

| | | | |
|-------|-----|-----|-----------|
| Spot | 740 | a | ... |
| Mar. | 17 | 750 | 747 |
| Apr. | | | 756 a 760 |
| May | 5 | 777 | 772 |
| June | | | 775 a 785 |
| July | 19 | 785 | 782 |
| Aug. | | | 790 a 800 |
| Sept. | | | 792 a 797 |
| Oct. | | | 785 a 800 |

Sales, including switches, 41 contracts. Southeast crude, 6½c bid.

Thursday, March 5, 1931.

| | | | |
|-------|-----|-----|-----------|
| Spot | 740 | a | ... |
| Mar. | 750 | 750 | 750 a 752 |
| Apr. | | | 759 a 765 |
| May | | | 771 a 776 |
| June | | | 775 a 785 |
| July | 784 | 783 | 784 a 785 |
| Aug. | | | 785 a 800 |
| Sept. | | | 795 a 800 |
| Oct. | | | 789 a 800 |

See page 45 for later markets.

CHEMICALS AND SOAP SUPPLIES. (Special Report to The National Provisioner.)

New York, Mar. 3, 1931.—Extra tallow, f.o.b. seller's plant, 3¾@3¾c lb.; Manila coconut oil, tank coast, 4½@4¾c lb.; Manila coconut oil, tanks N. Y., 4¾c lb.; Cochin coconut oil, bbls., N. Y., 7@7¾c.

P. S. Y. cottonseed oil, 9@9¾c lb.; crude corn oil, 9@9¾c lb.; olive oil foots, 6½@6¾c lb.; 5 per cent yellow olive oil, 82@87c per gal.; crude soya bean oil, 9½@10c lb. imported; palm kernel oil, 7½@8c lb., all bbls., N. Y.

Niger palm oil, casks, N. Y., 5@5¾c lb.; Lagos palm oil, casks, N. Y., 5½@5¾c lb.; glycerine, soaplye, 6¾@7c lb.; glycerine, C. P., 13¾@14c lb.; glycerine, dynamite, 10¾c lb.

JAN. MEAT AND FAT EXPORTS.

Exports of meats and fats during January, 1931, and the six months ended December, 1930, are given by the U. S. Department of Commerce:

| | Jan. | 6 mos. ended 1931. | Dec., 1930. |
|---|-------------|-----------------------|--------------|
| Total meats and meat products, lbs. | 25,240,062 | 159,828,015 | \$10,050,480 |
| Value | \$4,180,233 | | |
| Total animal oils and fats, lbs. | 75,522,293 | 314,749,440 | |
| Value | \$7,669,592 | \$35,055,480 | |
| Wiltshires, sides, lbs. | 181,716 | 1,455,500 | |
| Value | \$42,454 | \$32,500 | |
| Beef, pickled, etc., lbs. | 607,788 | 8,475,515 | |
| Value | \$62,906 | \$583,780 | |
| Pork, fresh, lbs. | 1,634,561 | 6,327,682 | |
| Value | \$276,453 | \$1,004,671 | |
| Wiltshires, sides, lbs. | | 81,500 | |
| Value | | \$14,783 | |
| Cumberland sides, lbs. | 180,208 | 1,386,245 | |
| Value | \$27,269 | \$232,580 | |
| Hams and shoulders, lbs. | 2,285,391 | 52,227,065 | |
| Value | \$1,319,942 | \$10,265,000 | |
| Bacon, lbs. | 5,200,120 | 28,066,170 | |
| Value | \$752,964 | \$4,466,982 | |
| Preserved pork, lbs. | 1,637,690 | 8,202,988 | |
| Value | \$205,190 | \$1,793,000 | |
| Olive oil, lbs. | 8,557,969 | 20,285,161 | |
| Value | \$309,496 | \$2,988,800 | |
| Lard, lbs. | 68,881,943 | 267,425,650 | |
| Value | \$7,070,253 | \$31,067,520 | |
| Neutral lard, lbs. | 943,259 | 5,677,380 | |
| Value | | \$683,446 | |
| Lard compounds, animal fats, lbs. | | 134,354 | 1,174,310 |
| Value | | \$15,300 | \$14,324 |
| Margarine of animal or vegetable fats, lbs. | | 53,415 | 300,004 |
| Value | | \$9,528 | \$80,100 |
| Cottonseed oil, lbs. | 2,648,284 | 7,470,782 | |
| Value | \$210,640 | \$605,470 | |
| Lard compounds, vegetable fats, lbs. | 513,831 | 3,002,807 | |
| Value | \$66,701 | \$400,801 | |

Exports of meats during January, 1930, totaled 39,158,781 lbs., valued at \$6,811,708; animal oils and fats exported amounted to 80,970,308 lbs., valued at \$9,176,696. Meat exports for the six months ended December, 1930, were 215,389,931 lbs., valued at \$37,601,366, while animal oils and fats exported during that period totaled 467,406,350 lbs., valued at \$57,553,604.

LINK BELT BETTERS POSITION.

Earnings of the Link Belt Co. for 1930, despite the generally unsatisfactory conditions prevailing, were sufficient to cover preferred and common stock dividends by a comfortable margin and leave a substantial amount to be credited to surplus.

Sales for the year totaled \$20,908,900.71, compared with \$26,519,339.69 during 1929. Net income for 1930, after depreciation, federal taxes and all other charges, was \$2,310,332.15, equal to \$2.89 on the 709,177 shares of common stock outstanding. Net income during the previous year was \$3,484,686.17, equal to \$4.50 per share.

The financial position of the company on January 1, 1931, however, showed considerable improvement over the same time a year earlier. The consolidated current assets as of December 31, 1930, amounted to \$15,735,118.95, or more than 18.4 the consolidated current liabilities of \$852,102.63, and 10.5 times total liabilities and accruals of \$1,497,319.78. These accruals include reserves for local and federal taxes, casualties and other liabilities. A year ago similar ratio between consolidated current assets and total liabilities and accruals was 8.4 times.

PALM OIL IN JAVA.

During June, July and August, 1930, Javanese production of palm oil totaled 9,500,071 lbs., according to the U. S. Department of Commerce. Production of palm kernels during the same period totaled 47,773,980 lbs.

The Week's Closing Markets

FRIDAY'S CLOSINGS

Provisions.

Hog products scored further recoveries under broader commission house investment buying, covering, lighter hedge pressure, reports of good cash lard trade, better hog markets and a lighter hog run.

Cottonseed Oil.

Cotton oil quiet and steady and operations featureless. Crude is tight. Southeast Valley, 6½c bid; Texas, 6½c asked. Cash oil trade somewhat better; hedging pressure light; trade continues to await developments.

Quotations on cottonseed oil at New York Friday noon were:

| | | | |
|--------|--------------|-------|--------------|
| March, | \$7.50@7.55; | Apr., | \$7.60@7.65; |
| May, | \$7.77@7.80; | June, | \$7.80@7.90; |
| July, | \$7.89@7.91; | Aug., | \$7.95@8.00; |
| Sept., | \$8.00@8.03; | Oct., | \$7.94@8.05. |

Tallow.

Tallow, extra, 3¾@3¾c.

Stearine.

Stearine, 7¾c.

FRIDAY'S GENERAL MARKETS.

New York, Mar. 6, 1931. — Lard, prime western, \$9.35@9.45; middle western, \$9.20@9.40; city, 8¾c; refined continent, 9%@9¾c; South American, 9¾c; Brazil kegs, 10%c; compound, 10c.

BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, Mar. 6, 1931. — General provision market continues dull. A. C. hams dull and weak, slow demand for picnics and square shoulders. Pure lard fair.

Friday's prices were as follows: Hams, American cut, 66s; hams, long cut, 70s; shoulders, square, 68s; short backs, 66s; bellies, clear, 50s; Canadian, none; Cumblanders, 61s; Wiltshires, none; spot lard, 48s 3d.

EUROPEAN PROVISION CABLES.

Cable dispatches to the U. S. Department of Commerce for the week ended Feb. 28, 1931, indicate that the market at Hamburg shows little change. Receipts of lard for the week were 1,322 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 84,000 at a top Berlin price of 11.46c a pound, compared with 76,000 at 17.30c a pound for the same week of last year.

The Rotterdam market was slightly firmer with good demand. Prices higher for premier jus. Sellers restricting offerings of March/April arrivals at present prices.

The market at Liverpool showed practically no change. Stocks were light and demand was poor.

The total of pigs bought in Ireland for bacon curing was 17,000 for the week, as compared with 14,000 for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending February 27 was 124,000, as compared with 90,000 for the corresponding week of last year.

IMPORTS OF SAUSAGE CASINGS.

Imports of sausage casings into the United States during January, 1931, reported by the U. S. Department of Commerce, were as follows:

| | Sheep, lamb and goat casings. Lbs. | Other casings. Lbs. |
|-----------------|---|---------------------------|
| Germany | 2,057 | 35,715 |
| Russia | 19,912 | |
| United Kingdom | 6,884 | 1,218 |
| Canada | 9,575 | 95,391 |
| Argentina | 13,588 | 156,287 |
| Chile | 6,543 | 3,916 |
| British India | 4,238 | |
| China | 69,961 | 32,095 |
| Persia | 8,677 | |
| Turkey | 36,294 | |
| Australia | 95,411 | 101,561 |
| New Zealand | 31,138 | 4,056 |
| Netherlands | 13,540 | 14,382 |
| Other countries | 13,540 | 45,055 |
| Totals | 317,827 | 489,676 |

CASINGS IMPORTS AND EXPORTS.

Imports and exports of casings, December, 1930, are given by the U. S. Department of Commerce as follows:

IMPORTS.

| | Sheep, lamb & goat. Lbs. | Value. | Other.* Lbs. | Value. |
|-----------------|-----------------------------|---------|-----------------|---------|
| Denmark | ..... | 250 | 330 | |
| Estonia | ..... | 6,091 | 818 | |
| France | 117 | \$124 | 8,815 | 1,409 |
| Germany | 42,845 | 100,902 | 34,890 | 10,061 |
| Italy | 2,209 | 1,644 | ..... |  |
| Latvia | ..... | 41,881 | 5,325 | |
| Netherlands | ..... | 9,500 | 2,019 | |
| Poland & Danzig | 38,362 | 128,288 | ..... |  |
| Romania | ..... | 340 | 160 | |
| U. K. Kingdom | ..... | 3,547 | 2,683 | |
| Canada | 34,627 | 52,483 | 117,300 | 12,118 |
| Mexico | 2,825 | 4,540 | ..... |  |
| Argentina | 45,870 | 88,594 | 177,148 | 48,040 |
| Brazil | ..... | 39,727 | 5,422 | |
| Chile | 8,906 | 5,641 | 727 | 276 |
| Uruguay | 20,480 | 29,673 | 29,544 | 5,910 |
| B. I. India | 28,312 | 44,006 | ..... |  |
| China | 47,680 | 63,151 | 24,211 | 12,208 |
| Iraq | 7,564 | 12,990 | ..... |  |
| Kwantung | 3,110 | 4,196 | ..... |  |
| Persia | 8,940 | 12,539 | ..... |  |
| Syria | 1,150 | 2,914 | ..... |  |
| Turkey | 42,458 | 86,590 | ..... |  |
| Australia | 48,602 | 46,966 | 81,351 | 35,822 |
| New Zealand | 23,604 | 23,423 | ..... |  |
| Morocco | 2,450 | 2,451 | ..... |  |
| Total | 400,761 | 709,405 | 575,331 | 142,311 |

*Includes hog casings from China, Russia, etc.

| | Hog casings. Lbs. | Beef casings. Lbs. | Value. |
|-----------------------|----------------------|-----------------------|-----------|
| Belgium | 47,990 | 57,357 | 31,478 |
| Denmark | ..... | 43,887 | 3,117 |
| Finland | ..... | 5,764 | 453 |
| France | 4,742 | 1,801 | |
| Germany | 313,877 | 32,493 | 632,331 |
| Italy | 4,977 | 1,240 | 27,656 |
| Malta, Gozo & Cyp. | 330 | 102 | |
| Netherlands | 44,553 | 3,694 | 74,691 |
| Norway | ..... | 23,187 | 1,919 |
| Poland & Danzig | 9,773 | 2,300 | 6,439 |
| Spain | 23,114 | 3,116 | 100,855 |
| Sweden | ..... | 57,774 | 5,617 |
| Switzerland | ..... | 16,700 | 1,688 |
| United King. | 456,243 | 103,183 | 9,914 |
| Canada | 559 | 205 | 5,747 |
| Panama | 623 | 370 | ..... |
| Mexico | 47 | 21 | 48 |
| Newf. & Lab. | ..... | 13,250 | 2,062 |
| Bermudas | 532 | 420 | ..... |
| Cuba | 335 | 256 | 1,123 |
| Jav. & Madura. | 470 | 189 | ..... |
| Australia | 71,086 | 30,239 | ..... |
| New Zealand | 26,899 | 6,221 | ..... |
| Union of So. | ..... | ..... |  |
| Africa | 3,036 | 447 | ..... |
| Total | 1,000,205 | 193,663 | 1,051,498 |
| | | | 87,276 |

Shipments from the United States to Hawaii: Hog casings, 200 lbs., valued at \$52; beef casings, 710 lbs., valued at \$288; other casings, 230 lbs., valued at \$413.

Exports of other casings: Germany, 18,459 lbs., valued at \$1,516; Italy, 1,220 lbs., valued at \$270; Sweden, 13,870 lbs., valued at \$879; United Kingdom, 16,582 lbs., valued at \$6,132; Canada, 17,988 lbs., valued at \$927; Honduras, 82 lbs., valued at \$40; Mex-

ico, 25 lbs., valued at \$64; Newfoundland and Labrador, 1,000 lbs., valued at \$150; Cuba, 595 lbs., valued at \$840; Java and Madura, 232 lbs., valued at \$235; Philippine Islands, 595 lbs., valued at \$132. Total 70,648 lbs., valued at \$11,165.

BRITISH PROVISION IMPORTS.

Imports of bacon and hams into the United Kingdom during 1930 showed an increase of 235,571 boxes of 500 lbs. each. The bulk of this increase was supplied by Denmark, the import from the United States showing a decline of 39,577 boxes.

The imports in terms of 500 lb. boxes received from the principal exporting countries, compared with those of earlier years, are as follows:

| | 1930. | 1929. | 1926. |
|---------------|-----------|-----------|-----------|
| United States | 291,001 | 330,668 | 226,053 |
| Canada | 41,244 | 66,654 | 229,870 |
| Denmark | 1,370,402 | 1,114,854 | 815,718 |
| Other | 506,971 | 461,961 | 308,021 |
| Total | 2,209,708 | 1,974,137 | 1,844,046 |

Of this total the imports consisted of hams shipped from the United States and Canada, the figures being in units of 500 lb. boxes:

| | United States | Canada | 1930. | 1929. |
|--|---------------|--------|---------|---------|
| | 183,941 | 18,519 | 224,061 | 224,448 |
| | 19,041 | 21,973 | | |

Total 202,982 210,492 260,529

The percentage of bacon and ham received from each of the various countries in 1930 compared with 1929 is reported by the British Board of Trade as follows:

| | 1930. | 1929. |
|------------------|------------|------------|
| Sweden | 5,4 p. ct. | 4.1 p. ct. |
| Denmark | 0.0 | 53.5 |
| Netherlands | 8.3 | 9.7 |
| United States | 12.7 | 15.8 |
| Irish Free State | 3.2 | 5.8 |
| Canada | 1.8 | 3.2 |
| Other countries | 8.5 | 8.4 |

The average prices per cwt. paid for bacon to each of the importing countries according to board valuations, were as follows:

| | 1930. | 1929. |
|------------------|-------|--------|
| Sweden | 87/11 | 105/9 |
| Denmark | 90/4 | 105/5 |
| Netherlands | 89/2 | 102/9 |
| United States | 87/6 | 90/9 |
| Irish Free State | 105/2 | 112/2 |
| Canada | 98/6 | 103/11 |
| Other countries | 78/3 | 92/1 |

TANNERS' JAN. HIDE STOCKS.

Stocks of raw hides and skins held by tanners on January 31, 1931:

| | Jan. 31, 1931. ¹ | Dec. 31, 1930. ² |
|--|--------------------------------|--------------------------------|
|--|--------------------------------|--------------------------------|

| | | |
|--------------------------|-----------|-----------|
| Cattle, total hides | 1,744,517 | 1,661,651 |
| Green salted: | ..... |  |
| Steers, hides | 615,119 | 573,768 |
| Cows, hides | 630,511 | 603,507 |
| Bulls, hides | 60,799 | 62,128 |
| Unclassified, hides | 369,923 | 362,747 |
| Dry or dry salted, hides | 38,165 | 29,501 |
| Calf, skins | 1,562,202 | 1,549,752 |
| Kip, skins | 256,334 | 298,141 |
| Sheep and lamb, skins | 8,214,245 | 8,713,511 |
| Goat and kid, skins | 8,716,304 | 9,355,328 |
| Cabretta, skins | 1,341,110 | 1,384,118 |

¹Preliminary figures. ²Final figures.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Mar. 5, 1931, show exports from that country were as follows: To England, 158,615 quarters; to the Continent, 26,880 quarters.

Exports of the previous week were as follows: To England, 158,615 quarters; to the Continent, 10,995 quarters.

HULL OIL MARKETS.

Hull, England, Mar. 4, 1931.—(By Cable)—Reined cottonseed oils, 22s; Egyptian crude cottonseed oil, 19s 3d.

Live Stock Markets

CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Mar. 5, 1931.

CATTLE—Compared with a week ago: Net advances on fed steers and yearlings, 25@50c, close being weak to 25c lower than high time. Better grades gained most, and weighty bullocks, grading good and better, reflected more upturn than plainer kinds, although common and medium killers advanced as much as 50c in instances. Sentiment generally is better in keeping with improved dressed beef market, which seemingly was helped by advance in fresh pork. It was largely a steer run today, medium and good grades predominating and selling mostly at \$7.25@9.75; liberal sprinkling strictly good and choice steers, \$10.00@10.75. Best long yearlings and weighty bullocks topped for the week at \$11.25; best light yearlings, \$10.50; common killers, \$5.75@7.00; good and choice light yearling heifers, 50@75c up; lower grade yearlings and butcher, heifers and fat cows, 25@50c higher, cows being largely 25c up; bulls, 10@15c higher; vealers, \$1.00@1.50 lower, the decline uncovering a \$6.00@7.00 market, which is lowest in 20 years.

HOGS—Compared with a week ago: Market was mostly steady; some heavies 5@10c higher; packing sows, 10@15c up. Curtailed receipts were main supporting factor, this also lending bullishness to fresh pork trade. Week's extreme top, \$7.60; today's peak, \$7.50; late bulk, 170 to 210 lbs., \$7.35@7.45; 220 to 250 lbs., \$7.10@7.35; 260 to 360 lbs.; \$6.65@7.00; best light lights, \$7.25@7.40; plain kinds, \$7.15 downward to \$6.75 and below; pigs, mostly \$6.25@6.75, best to \$7.15, plain kinds down to \$5.50; packing sows, \$6.00@6.35.

SHEEP—Compared with a week ago: Fat lambs, mostly 25@50c higher, heavy weights up most; latter fluctuated considerably throughout the week, however; yearlings very scarce, sharing upturn; fat ewes strong. Week's early top reached \$9.25, against \$9.00 paid late. Today's bulks: Good and choice lambs, 96 lbs. down, \$8.50@8.75; heavier weights and a few clipped lambs, \$8.00@8.25; woolen native bucks, \$7.00@7.75; throwouts, \$6.50@7.50; choice yearlings, \$8.00; fat ewes, \$4.00@5.00.

J. W. MURPHY CO.

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Indianapolis
Indiana

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Indiana

KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Mar. 5, 1931.

CATTLE—Lighter receipts and a rather broad shipping demand were responsible for a stronger undertone in the fed steer and yearling market, and values are mostly 50@75c higher than a week ago. Choice 1,105-lb. fed steers made \$10.35 on the close, and best heavies stopped at \$10.25. Bulk of the short fed offerings cleared from \$6.75@9.00, although several loads of the more desirable grades ranged from \$9.10@10.00. Light yearlings and fat she stock are 25@50c over a week previous, and cutter cows are steady to 25c up. Bulls held steady, but vealers suffered a reduction of around \$1.00, with the practical top at \$7.00 at the close.

HOGS—Limited supplies at all points reflected a better feeling in the hog market, and local prices advanced 15@20c over last Thursday, with the week's top at \$7.30 on Wednesday. The late top rested at \$7.20, with most 160- to 240-lb. weights selling from \$7.00@7.20 and better grades of 250- to 340-lb. butcher at \$6.50@6.95. Packing sows are 25c or more higher at \$5.75@6.25.

SHEEP—Trade in fat lambs ruled very uneven, but a substantial advance on the final session left prices at steady to 25c higher levels against a week ago. Shippers paid \$8.50 on Monday for the week's top, while on the mid-week session, similar kinds went at \$8.10. However, the late advance brought the outside figure back to \$8.40, with most of the more desirable weights at \$7.75@8.25. Weighty lambs were fairly numerous at \$7.25@7.50 during the week. Best clippers reached \$7.75. Mature sheep are 15@25c off, with fat ewes selling at \$3.65@4.25 at the finish.

ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Mar. 5, 1931.

CATTLE—Prices of cattle were reversed this week, a general upturn being due wholly to light receipts. Compared with week ago: Steers, 50c higher; mixed yearlings and heifers, 25@50c higher, lighter kinds showing the maximum advance; cows, 25c higher;

BANGS & TERRY

Buyers of Livestock

Hogs, Killing and Feeding Pigs

Union Stock Yards, South St. Paul, Minn.

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Live Stock Purchasing Agent Operating Four Markets

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Cattle Department

Kansas City, Mo.

Karl N. Soeder

Omaha, Nebr.

Chas. B. Reynolds

Sioux Falls, S. D.

D. E. Smythe

March 7, 1931.

THE NATIONAL PROVISIONER

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to choice 90- to 100-lb. averages fed wooled lambs found release at \$7.75@8.25; lambs under 90 lbs. establishing the top at \$8.50. Good and choice ewes are quoted \$4.00@4.50.

SIOUX CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Mar. 5, 1931.

CATTLE—Moderate receipts proved the most stimulating factor in the cattle trade, and all price revisions were sharply higher. Beef steers and yearlings showed 50c@\$1.00 advances from last week's low point. Fat she stock gained 50c for the most part, while some heifers indicated considerably more upturn. Choice 1,359-lb. bullocks topped at \$10.25; scattered sales were noted at \$9.00@9.85, and the bulk moved at \$7.00@\$8.50. Heifers sold up to \$8.00 in carlots, and most beef cows went at \$4.00@5.25. Medium bulls bulked at \$3.25@3.75 late. The practical vealer top remained at \$8.00.

HOGS—Price spread continued to narrow under light receipts and broad shipping demands. Light butchers ruled steady to 15c higher, while medium and heavy weights gained largely 10@30c. Most 160- to 200-lb. butchers sold late at \$6.75@6.90; top, \$7.00; and 200- to 350-lb. weights, \$6.50@6.90. Packing sows made 40@50c gains, and sold late \$5.90@6.15.

SHEEP—Fat lambs showed some improvement late, and values ruled around 25c higher than a week earlier. Light and medium weight fed wooled lambs were salable around \$8.25@8.50, while best weighty kinds cleared at \$7.75@8.15. Choice clippers earned \$7.65. Fat ewes held steady, selling \$4.75 down.

ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Mar. 5, 1931.

CATTLE—The week's cattle prices moved up sharply but rather unevenly. Most steers and yearlings advanced 50c and in extremes, 75c, although better grades and heavies showed less improvement than medium and common kinds. A broad demand featured mixed yearlings and heifers, prices showing a 50@75c upturn; cows, 25@50c up; bulls little changed; vealers, 50c lower. Good to choice 1,318-lb. steers brought \$9.50 as top; numerous loads above \$9.00; bulk steers and yearlings, \$6.75@8.60; most fat heifers, \$6.85@7.35; best heifers, up to \$7.60. Most beef cows brought \$4.00@5.25; cutter grades, \$2.75@3.75; medium bulls, \$3.25@3.75; top vealers, \$8.00.

HOGS—The market shows a 15@25c rise on light and medium weights, but little change on heavy hogs. Sows, on the other hand, have moved up 25@50c. Top hogs today brought \$7.25; bulk 230 lbs. down, \$7.10@7.20; 240 to 270 lbs., \$6.90; 280 to 350 lbs., \$6.50@6.65; most sows, \$6.00@6.25.

SHEEP—The lamb market continued very unsettled, with sharp daily fluctuations. However, prices today were up 25@50c from a week earlier, with the maximum advance on heavy lambs. Top reached \$8.40; bulk lambs, 98 lbs. and less, \$8.25@8.40; some 108-lb. lambs, \$7.75. Choice 97-lb. clipped lambs brought \$7.50.

ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

So. St. Paul, Minn., Mar. 4, 1931.

CATTLE—Further curtailment in receipts at all markets this week resulted in uneven advances, these figuring locally 25c to in spots 50c. Choice 1467-lb. steers reached \$10.50, this price being within 25c of the year's peak. Other fairly well finished offerings went at \$8.50@9.00, bulk of the ordinary short-feds \$6.00@7.75. Beef cows centered at \$3.75@4.75; heifers, \$5.25@6.50; cutters, \$2.50@3.50, bulls dropping to a \$3.25@3.75 bulk. Vealers sold today at \$6.00@8.00 mostly.

HOGS—Values in the hog house were also boosted sharply this week under reduced loadings, the upturn amounting to as much as 35@50c, medium and heavy butchers showing the maximum upturn. Better 150- to 220-lb. weights sold at \$6.75@7.00, medium and heavy butchers scaling 220 to 300 lbs. going at \$6.50@6.75, plainer grades to \$6.25. Light lights and pigs continued at \$6.85@7.00; sows, \$5.50.

SHEEP—Fat lambs weakened somewhat for the period, best fed offerings promising to land around \$8.25. A sizable showing appeared at \$8.00, with plainer natives to \$7.75. Throwouts went at \$6.00@6.50. Fat ewes were unchanged at \$3.00@4.50.

U. S. INSPECTED HOG KILL.

Hogs slaughtered under federal inspection at nine centers during the week ended Friday, Feb. 27, 1931:

| | Week ended Feb. 27. | Cor. week. 1930. | Prev. week. |
|--------------------|------------------------|------------------------|----------------|
| Chicago | 142,398 | 158,589 | 110,786 |
| Kansas City, Kan. | 42,014 | 47,032 | 43,408 |
| Omaha | 58,590 | 66,912 | 58,103 |
| *East St. Louis | 45,489 | 48,898 | 45,473 |
| Sioux City | 40,007 | 42,609 | 35,374 |
| St. Paul | 55,663 | 52,336 | 58,209 |
| St. Joseph | 19,407 | 20,717 | 24,474 |
| Indianapolis | 23,176 | 26,689 | 21,850 |
| New York and J. C. | 29,100 | 30,040 | 37,525 |
| Total | 455,844 | 493,813 | 435,202 |

*Includes St. Louis, Mo.

CORN BELT DIRECT TRADING.

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Mar. 5, 1931.

Moderate to light marketing, coupled with an improved demand, resulted in a stronger trend in the price of hogs unloaded direct at 24 concentration points and 7 packing plants in Iowa and Minnesota. Compared with last Thursday, the general price is 10@20c higher; medium heavy butchers up most; late bulk of 170 to 230 lbs., \$6.50@6.80; choice 180 to 210 lbs., up to \$6.90; most 250 to 290 lbs., \$6.20@6.65; big weight butchers, down to \$6.00; good packing sows, \$5.25@5.85.

Receipts of hogs, unloaded daily at these 24 concentration yards and 7 packing plants, for week ended Thursday, Mar. 5, with comparisons:

| | This week. | Last week. |
|-------------------|------------|------------|
| Friday, Feb. 27 | 23,300 | 16,800 |
| Saturday, Feb. 28 | 23,300 | 17,100 |
| Monday, Mar. 2 | 52,200 | 71,800 |
| Tuesday, Mar. 3 | 9,800 | 14,000 |
| Wednesday, Mar. 4 | 14,100 | 22,600 |
| Thursday, Mar. 5 | 20,400 | 21,800 |

Unless otherwise noted, price quotations are based on transactions covering truck hog deliveries and hogs received by rail that have access to feed and water before weighing.

RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Feb. 28, 1931, were as follows:

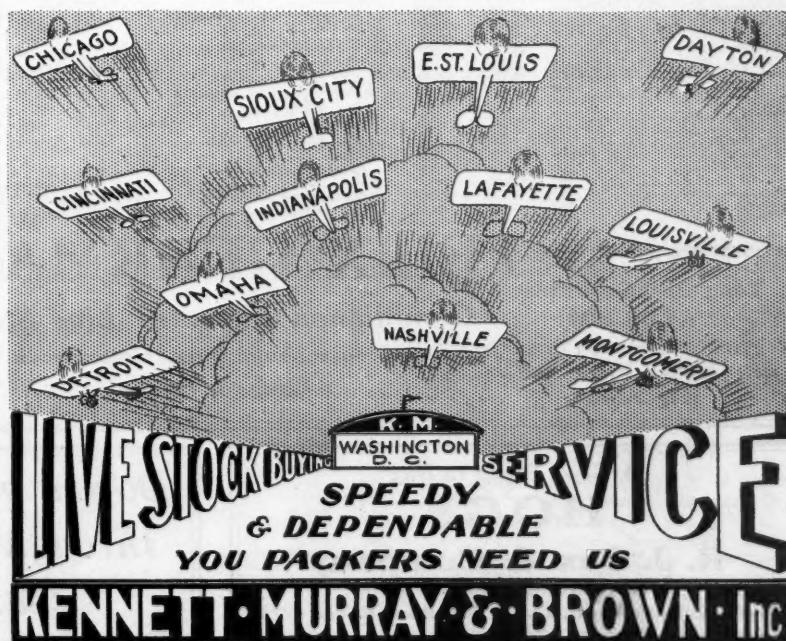
| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|---------|
| Week ended Feb. 28 | 161,000 | 634,000 | 359,000 |
| Previous week | 176,000 | 643,000 | 340,000 |
| 1930 | 183,000 | 697,000 | 362,000 |
| 1929 | 168,000 | 683,000 | 307,000 |
| 1928 | 181,000 | 870,000 | 297,000 |
| 1927 | 213,000 | 609,000 | 278,000 |

Hogs at 11 markets:

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|---------|
| Week ended Feb. 28 | 564,000 | 288,000 | 580,000 |
| Previous week | 580,000 | 325,000 | 625,000 |
| 1930 | 589,000 | 360,000 | 589,000 |
| 1929 | 700,000 | 380,000 | 700,000 |
| 1928 | 537,000 | 320,000 | 537,000 |

At 7 markets:

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|---------|---------|
| Week ended Feb. 28 | 124,000 | 506,000 | 277,000 |
| Previous week | 138,000 | 515,000 | 281,000 |
| 1930 | 140,000 | 561,000 | 273,000 |
| 1929 | 130,000 | 520,000 | 224,000 |
| 1928 | 129,000 | 661,000 | 230,000 |
| 1927 | 157,000 | 472,000 | 207,000 |



March 7, 1931.

RECEIPTS AT CENTERS

SATURDAY, FEBRUARY 28, 1931.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 200 | 14,000 | 6,000 |
| Kansas City | 350 | 1,300 | ... |
| Omaha | 300 | 5,600 | ... |
| St. Louis | 300 | 4,500 | 100 |
| St. Joseph | 100 | 2,600 | 2,000 |
| Sioux City | 200 | 2,500 | 300 |
| St. Paul | 150 | 900 | 100 |
| Oklahoma City | 200 | 500 | ... |
| Fort Worth | 200 | 600 | ... |
| Milwaukee | 100 | 600 | ... |
| Louisville | 100 | 100 | 3,500 |
| Wichita | 100 | 1,100 | 200 |
| Indianapolis | 100 | 2,000 | 400 |
| Pittsburgh | 100 | 500 | ... |
| Cincinnati | 100 | 500 | ... |
| Buffalo | 900 | 200 | ... |
| Cleveland | ... | 100 | ... |
| Nashville | ... | 200 | ... |

MONDAY, MARCH 2, 1931.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 13,000 | 53,000 | 17,000 |
| Kansas City | 10,000 | 7,000 | 12,000 |
| Omaha | 6,500 | 14,000 | 15,000 |
| St. Louis | 3,200 | 12,000 | 1,800 |
| St. Joseph | 1,800 | 4,500 | 6,000 |
| Sioux City | 2,500 | 7,500 | 4,700 |
| St. Paul | 3,000 | 9,000 | 6,500 |
| Oklahoma City | 800 | 1,300 | 100 |
| Fort Worth | 3,800 | 1,300 | 2,200 |
| Milwaukee | 1,000 | 1,600 | 200 |
| Denver | 2,300 | 4,000 | 2,700 |
| Louisville | 200 | 400 | 500 |
| Wichita | 1,500 | 2,700 | 400 |
| Indianapolis | 300 | 3,000 | 200 |
| Pittsburgh | 800 | 3,300 | 2,800 |
| Cincinnati | 1,300 | 2,800 | 100 |
| Buffalo | 1,200 | 6,800 | 6,000 |
| Cleveland | 1,000 | 3,900 | 700 |
| Nashville | 300 | 900 | 100 |

TUESDAY, MARCH 3, 1931.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 6,000 | 16,000 | 20,000 |
| Kansas City | 4,000 | 4,000 | 11,000 |
| Omaha | 5,000 | 13,000 | 11,000 |
| St. Louis | 3,000 | 12,000 | 2,500 |
| St. Joseph | 1,700 | 4,500 | 8,000 |
| Sioux City | 1,500 | 10,000 | 6,000 |
| St. Paul | 1,800 | 9,500 | 1,500 |
| Oklahoma City | 800 | 1,100 | 100 |
| Fort Worth | 1,900 | 1,300 | 1,500 |
| Milwaukee | 300 | 2,500 | 300 |
| Denver | 1,000 | 2,000 | 7,000 |
| Louisville | 200 | 200 | ... |
| Wichita | 400 | 1,900 | 200 |
| Indianapolis | 900 | 4,000 | 1,500 |
| Pittsburgh | ... | 1,000 | 500 |
| Cincinnati | 300 | 2,100 | 100 |
| Buffalo | ... | 1,000 | 100 |
| Cleveland | ... | 2,000 | 400 |
| Nashville | ... | 400 | 100 |

WEDNESDAY, MARCH 4, 1931.

| | Cattle. | Hogs. | Sheep. |
|---------------|---------|--------|--------|
| Chicago | 6,000 | 15,000 | 9,000 |
| Kansas City | 4,500 | 3,500 | 9,000 |
| Omaha | 5,000 | 13,000 | 10,000 |
| St. Louis | 2,000 | 8,000 | 1,500 |
| St. Joseph | 1,300 | 3,000 | 4,500 |
| Sioux City | 2,000 | 9,000 | 6,000 |
| St. Paul | 2,200 | 11,500 | 2,000 |
| Oklahoma City | 700 | 1,300 | 100 |
| Fort Worth | 2,000 | 1,000 | 2,400 |
| Milwaukee | 500 | 300 | 1,800 |
| Denver | 500 | 1,600 | 4,000 |
| Louisville | 100 | 300 | 100 |
| Wichita | 400 | 1,800 | 600 |
| Indianapolis | 700 | 3,000 | 500 |
| Pittsburgh | 100 | 1,000 | 500 |
| Cincinnati | 200 | 1,900 | 200 |
| Buffalo | 100 | 2,600 | 300 |
| Cleveland | 400 | 2,400 | 1,200 |
| Nashville | 200 | 200 | 200 |

THURSDAY, MARCH 5, 1931.

| | Cattle. | Hogs. | Sheep. | | Chicago | Hogs. | Sheep. | | Cattle. | Hogs. | Sheep. |
|--------------|---------|--------|--------|--|---------------|-------|--------|-------|--------------|-------|--------|
| Chicago | 7,000 | 26,000 | 12,000 | | Kansas City | 3,000 | 3,000 | 6,000 | Kansas City | 2,500 | 2,000 |
| Kansas City | 3,300 | 14,000 | 11,000 | | St. Louis | 1,400 | 9,000 | 5,000 | Omaha | 800 | 7,500 |
| Omaha | 1,400 | 7,000 | 5,000 | | St. Joseph | 1,000 | 3,000 | 5,500 | St. Louis | 600 | 2,000 |
| St. Louis | 2,500 | 11,000 | 5,000 | | St. Paul | 700 | 7,000 | 7,000 | St. Joseph | 600 | 7,000 |
| St. Joseph | 1,600 | 7,500 | 200 | | Oklahoma City | 700 | 900 | 200 | St. Paul | 1,700 | 10,000 |
| Sioux City | 1,500 | 7,500 | 300 | | Fort Worth | 1,500 | 800 | 100 | Fort Worth | 1,200 | 800 |
| St. Paul | 1,500 | 800 | 1,200 | | Milwaukee | 1,500 | 1,300 | 100 | Milwaukee | 200 | 600 |
| Fort Worth | 200 | 600 | ... | | Denver | 400 | 2,900 | 4,500 | Denver | 100 | 300 |
| Milwaukee | 100 | 600 | ... | | Louisville | 100 | 300 | 100 | Louisville | 200 | 1,400 |
| Denver | 100 | 600 | ... | | Wichita | 400 | 2,200 | 400 | Indianapolis | 300 | 2,500 |
| Louisville | 100 | 100 | 3,500 | | Pittsburgh | 500 | 4,000 | 400 | Pittsburgh | 1,000 | 2,000 |
| Wichita | 100 | 1,100 | 200 | | Cincinnati | 200 | 800 | 800 | Cincinnati | 400 | 2,300 |
| Indianapolis | 100 | 2,000 | 400 | | Buffalo | 100 | 1,800 | 200 | Buffalo | 100 | 1,200 |
| Pittsburgh | 100 | 500 | ... | | Cleveland | 100 | 1,100 | 1,200 | Cleveland | 100 | 1,900 |
| Cincinnati | 100 | 500 | ... | | Nashville | 200 | 300 | 200 | Nashville | 200 | 200 |

FRIDAY, MARCH 6, 1931.

| | Cattle. | Hogs. | Sheep. | | Chicago | Hogs. | Sheep. | | Cattle. | Hogs. | Sheep. |
|--------------|---------|-------|--------|--|-------------|-------|--------|-------|--------------|-------|--------|
| Chicago | 500 | 2,000 | 15,000 | | Kansas City | 800 | 7,500 | 9,000 | Omaha | 700 | 7,000 |
| Kansas City | 600 | 2,000 | 15,000 | | St. Louis | 600 | 2,000 | 1,500 | St. Joseph | 600 | 6,000 |
| Omaha | 600 | 2,000 | 15,000 | | St. Paul | 600 | 1,200 | 1,500 | St. Paul | 600 | 600 |
| St. Louis | 600 | 2,000 | 15,000 | | Fort Worth | 1,200 | 600 | 800 | Fort Worth | 1,200 | 800 |
| St. Joseph | 600 | 2,000 | 15,000 | | Milwaukee | 200 | 600 | 800 | Milwaukee | 100 | 300 |
| Sioux City | 600 | 2,000 | 15,000 | | Denver | 100 | 300 | 7,000 | Denver | 100 | 3,000 |
| St. Paul | 600 | 2,000 | 15,000 | | Louisville | 100 | 300 | 100 | Louisville | 200 | 1,400 |
| Fort Worth | 600 | 2,000 | 15,000 | | Wichita | 200 | 600 | 800 | Indianapolis | 300 | 2,500 |
| Milwaukee | 600 | 2,000 | 15,000 | | Pittsburgh | 600 | 1,200 | 1,500 | Pittsburgh | 1,000 | 2,000 |
| Denver | 600 | 2,000 | 15,000 | | Cincinnati | 400 | 800 | 800 | Cincinnati | 400 | 800 |
| Louisville | 600 | 2,000 | 15,000 | | Buffalo | 100 | 1,200 | 1,500 | Buffalo | 100 | 1,200 |
| Wichita | 600 | 2,000 | 15,000 | | Cleveland | 100 | 1,200 | 1,500 | Cleveland | 100 | 1,900 |
| Indianapolis | 600 | 2,000 | 15,000 | | Nashville | 200 | 300 | 200 | Nashville | 200 | 200 |

Watch "Wanted" page for bargains.

LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Mar. 5, 1931:

| | CHICAGO. | E. ST. LOUIS. | OMAHA. | KAN. CITY. | ST. PAUL. |
|--|----------------|----------------|----------------|----------------|----------------|
| Hogs (Soft or oily hogs and roasting pigs excluded): | | | | | |
| Lt. lt. (140-160 lbs.) gd-ch. | \$ 7.15@ 7.40 | \$ 7.10@ 7.50 | \$ 6.60@ 7.00 | \$ 6.60@ 7.10 | \$ 6.80@ 7.00 |
| Lt. wt. (160-180 lbs.) gd-ch. | 7.30@ 7.50 | 7.40@ 7.65 | 6.75@ 7.10 | 6.80@ 7.20 | 7.85@ 7.00 |
| (180-200 lbs.) gd-ch. | 7.30@ 7.50 | 7.45@ 7.65 | 6.85@ 7.15 | 6.90@ 7.20 | 7.85@ 7.00 |
| Med. wt. (200-220 lbs.) gd-ch. | 7.20@ 7.50 | 7.40@ 7.65 | 6.85@ 7.15 | 6.90@ 7.20 | 7.75@ 7.00 |
| (220-250 lbs.) gd-ch. | 6.85@ 7.20 | 7.10@ 7.35 | 6.60@ 6.85 | 6.60@ 6.90 | 6.40@ 6.60 |
| Hvy. wt. (250-280 lbs.) gd-ch. | 6.35@ 7.20 | 6.70@ 7.35 | 6.35@ 6.85 | 6.35@ 6.90 | 6.25@ 6.50 |
| Pkg. sows (275-300 lbs.) med-ch. | 6.70@ 7.00 | 6.75@ 7.15 | 6.35@ 6.70 | 6.40@ 6.75 | 6.25@ 6.50 |
| Sltr. pigs (100-130 lbs.) gd-ch. | 6.50@ 7.15 | 6.75@ 7.15 | 6.50@ 6.75 | 6.50@ 6.75 | 6.25@ 6.50 |
| Av. cost & vt. Thurs. (pigs excl.) | 7.05@ 236 lbs. | 7.29@ 205 lbs. | 6.63@ 264 lbs. | 6.98@ 228 lbs. | 7.00@ 211 lbs. |

SLAUGHTER CATTLE AND CALVES:

| | CHOICE | GOOD | MEDIUM | COMMON |
|--------|--------------|-------------|-------------|-------------|
| Choice | 10.25@ 11.50 | 9.75@ 10.50 | 9.50@ 10.50 | 9.75@ 10.50 |
| Good | 8.75@ 10.50 | 7.50@ 9.75 | 7.75@ 9.50 | 8.00@ 9.75 |
| Medium | 7.50@ 9.00 | 6.75@ 7.75 | 6.25@ 8.00 | 6.50@ 8.00 |
| Common | 6.00@ 7.50 | 5.25@ 6.75 | 5.00@ 6.25 | 5.00@ 6.50 |

STEERS (100-1,100 LBS.):

| | CHOICE | GOOD | MEDIUM | COMMON |
|--------|--------------|-------------|-------------|-------------|
| Choice | 10.50@ 11.50 | 9.75@ 10.50 | 9.50@ 10.75 | 9.75@ 11.00 |
| Good | 9.00@ 10.50 | 8.00@ 9.75 | 8.00@ 9.75 | 8.00@ 9.75 |
| Medium | 7.75@ 9.25 | 6.75@ 8.00 | 6.25@ 8.25 | 6.50@ 8.25 |
| Common | 6.25@ 7.50 | 5.75@ 6.75 | 5.25@ 6.50 | 5.25@ 6.50 |

CALVES (250-500 LBS.):

| | G.D.-CH. | GD-CH. | MED-CH. | COM-CH. |
|----------|------------|------------|------------|------------|
| G.D.-CH. | 5.00@ 6.50 | 7.50@ 9.00 | 6.00@ 7.50 | 6.00@ 7.50 |
| GD-CH. | 5.50@ 6.50 | 7.00@ 7.50 | 5.00@ 6.00 | 4.50@ 6.00 |
| MED-CH. | 4.00@ 5.50 | 5.50@ 6.00 | 3.00@ 4.50 | 3.50@ 4.00 |
| COM-CH. | 3.00@ 4.00 | 4.25@ 5.25 | 3.75@ 4.50 | 4.25@ 5.25 |

COWS:

| | CHOICE | GOOD | MEDIUM | LOW CUTTER AND CUTTER |
|-----------------------|------------|------------|------------|-----------------------|
| Choice | 5.75@ 6.50 | 6.00@ 6.25 | 5.50@ 6.50 | 5.50@ 6.00 |
| Good | 5.00@ 5.75 | 5.25@ 6.00 | 4.50@ 5.50 | 4.75@ 5.50 |
| Medium | 3.75@ 5.00 | 4.25@ 5.25 | 3.75@ 4.50 | 3.75@ 4.25 |
| Low cutter and cutter | 3.00@ 4.00 | 2.50@ 4.25 | 2.75@ 3.75 | 2.50@ 3.75 |

March 7, 1931.

THE NATIONAL PROVISIONER

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PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, February 28, 1931, with comparisons, are reported to The National Provisioner as follows:

CHICAGO.

| | Cattle. | Hogs. | Sheep. |
|---|---------|--------|--------|
| Armour and Co. | 3,933 | 2,901 | 18,728 |
| Swift & Co. | 2,861 | 2,360 | 21,736 |
| Wilson & Co. | 3,284 | 3,714 | 6,656 |
| Morris & Co. | 1,182 | 2,046 | 7,687 |
| Anglo-Amer. Prov. Co. | 969 | 1,505 | ... |
| G. H. Hammond Co. | 311 | 1,539 | ... |
| Libby, McNeill & Libby | 914 | ... | ... |
| Brennan Packing Co., Independent Packing Co., 1,141 hogs; Boyd, Lunham & Co., 1,888 hogs; Hygrade Food Products Corp., 3,878 hogs; Agar Packing Co., 4,850 hogs; others, 33,063 hogs. | 6,341 | 10,692 | ... |
| Total: Cattle, 13,454; calves, 5,256; hogs, 97,726; sheep, 54,807. | 13,454 | 5,256 | 97,726 |

KANSAS CITY.

| | Cattle. | Hogs. | Sheep. |
|----------------|---------|--------|--------|
| Armour and Co. | 2,197 | 2,336 | 4,740 |
| Swift & Co. | 2,762 | 1,954 | 6,464 |
| Morris & Co. | 494 | ... | ... |
| Wilson & Co. | 2,021 | 1,779 | 2,285 |
| Swift & Co. | 2,419 | 6,808 | 8,131 |
| Wilson & Co. | 2,783 | 2,285 | 5,804 |
| Others | 1,083 | 279 | 5,804 |
| Total | 13,750 | 15,441 | 27,461 |

OMAHA.

| | Cattle. | Hogs. | Sheep. |
|--------------------|---------|--------|--------|
| Armour and Co. | 3,318 | 23,013 | 9,017 |
| Cudahy Pkg. Co. | 5,609 | 15,650 | 11,706 |
| Dodd Pkg. Co. | 873 | 8,194 | ... |
| Morris & Co. | 1,779 | 131 | 4,830 |
| Swift & Co. | 3,245 | 12,102 | 15,470 |
| Geo. Hoffman & Co. | 33 | ... | ... |
| Omaha Pkg. Co. | 97 | 70 | ... |
| S. Omaha Pkg. Co. | 70 | ... | ... |
| Lincoln Pkg. Co. | 149 | ... | ... |
| Nagle Pkg. Co. | 140 | ... | ... |
| J. Roth & Sons. | 21 | ... | ... |
| Sinclair Pkg. Co. | 354 | ... | ... |
| Wilson & Co. | 174 | ... | ... |
| Others | 13 | 31,601 | ... |
| Total | 13,875 | 90,691 | 41,023 |

ST. LOUIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|--------|--------|
| Armour and Co. | 1,565 | 1,533 | 3,442 | 1,414 |
| Swift & Co. | 2,211 | 1,860 | 4,118 | 1,385 |
| Morris & Co. | 744 | 878 | 207 | ... |
| East Side Pkg. Co. | 1,223 | 63 | 2,473 | 121 |
| American Pkg. Co. | 179 | 75 | 2,027 | 191 |
| Hill Pkg. Co. | ... | ... | 483 | ... |
| Krey Pkg. Co. | 179 | 95 | 1,924 | 129 |
| Sliders Pkg. Co. | 4,257 | 3,028 | 37,764 | 1,031 |
| Others | 3,523 | 701 | 11,984 | 1,103 |
| Total | 18,881 | 8,323 | 65,815 | 5,601 |

Not including 1,206 cattle, 1,314 calves, 34,523 hogs and 272 sheep bought direct.

ST. JOSEPH.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|--------|--------|
| Swift & Co. | 2,330 | 627 | 9,029 | 17,492 |
| Armour and Co. | 1,197 | 497 | 3,577 | 5,588 |
| Morris & Co. | 1,227 | 214 | 5,589 | 2,786 |
| Others | 2,649 | 15 | 6,251 | 4,706 |
| Total | 7,403 | 1,353 | 24,446 | 30,572 |

SIOUX CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Cudahy Pkg. Co. | 1,584 | 197 | 16,517 | 6,808 |
| Armour and Co. | 2,374 | 197 | 17,411 | 8,498 |
| Swift & Co. | 2,201 | 200 | 9,363 | 5,307 |
| Smith Bros. | ... | ... | 135 | ... |
| Shippers | 2,317 | 85 | 20,026 | 6,446 |
| Others | 193 | 33 | ... | ... |
| Total | 7,671 | 712 | 63,582 | 27,059 |

OKLAHOMA CITY.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------|---------|---------|-------|--------|
| Morris & Co. | 1,069 | 478 | 2,325 | 261 |
| Wilson & Co. | 1,118 | 444 | 2,315 | 270 |
| Others | 101 | 30 | 639 | 2 |
| Total | 2,288 | 952 | 5,279 | 533 |

Not including 194 cattle and 810 hogs bought direct.

WICHITA.

| | Cattle. | Calves. | Hogs. | Sheep. |
|--------------------|---------|---------|-------|--------|
| Cudahy Pkg. Co. | 911 | 418 | 3,151 | 1,408 |
| Jacob Dold Co. | 456 | 10 | 2,060 | 15 |
| Victoria D. B. Co. | 17 | ... | ... | ... |
| Dunn Osterberg | 110 | ... | ... | ... |
| Red W. Dold | 79 | ... | 465 | 3 |
| Total | 1,573 | 428 | 5,676 | 1,422 |

DENVER.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------|---------|---------|-------|--------|
| Swift & Co. | 304 | 72 | 1,932 | 5,877 |
| Armour and Co. | 279 | 130 | 1,467 | 8,083 |
| Blayney-Murphy | 365 | 71 | 1,290 | ... |
| Others | 426 | 115 | 2,837 | 1,263 |
| Total | 1,374 | 397 | 7,496 | 15,223 |

ST. PAUL.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------|---------|---------|--------|--------|
| Armour and Co. | 2,038 | 5,212 | 16,692 | 4,177 |
| Cudahy Pkg. Co. | 346 | 948 | ... | 254 |
| Swift & Co. | 3,761 | 8,366 | 24,922 | 9,892 |
| United Pkg. Co. | 1,764 | 50 | ... | ... |
| Others | 896 | 149 | 17,183 | 1,339 |

| Total | 9,435 | 14,390 | 58,797 | 15,662 |
|------------|-------|--------|--------|--------|
| MILWAUKEE. | | | | |

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|-------|--------|
| Plankinton Pkg. Co. | 1,533 | 7,914 | 9,023 | 425 |
| U.D.B. Co., N.Y. | 33 | ... | ... | ... |
| The Layton Co. | 196 | 5 | 58 | 83 |
| R. Gunz & Co. | 25 | ... | ... | ... |
| Armour and Co., Mil. | 573 | 4,063 | ... | ... |
| N.Y.R.D.M.C., N.Y. | 39 | ... | ... | ... |
| Shippers | 98 | 27 | 95 | 204 |
| Others | 339 | 239 | 101 | 4 |

| Total | 2,000 | 12,268 | 9,811 | 633 |
|-------|-------|--------|-------|-----|
|-------|-------|--------|-------|-----|

INDIANAPOLIS.

| | Cattle. | Calves. | Hogs. | Sheep. |
|-----------------------|---------|---------|--------|--------|
| S. W. Gall's Sons. | 990 | 654 | 7,776 | 1,479 |
| Armour and Co. | 287 | 1,604 | ... | ... |
| Indianapolis Abt. Co. | 866 | 90 | 949 | ... |
| Hilgemeyer Bros. | 5 | ... | 990 | ... |
| Brown Bros. | 97 | 28 | 218 | 12 |
| Schusler Pkg. Co. | 1,27 | ... | 208 | ... |
| Riverview Pkg. Co. | 5 | ... | 131 | ... |
| Meier Pkg. Co. | 136 | 19 | 266 | ... |
| Indiana Pkg. Co. | 34 | 8 | 204 | 13 |
| Art Wabnitz | 34 | ... | 53 | ... |
| Maas Hartman Co. | 31 | 13 | 9 | ... |
| Hoosier Abt. Co. | 27 | ... | ... | ... |
| Shippers | 1,125 | 2,394 | 15,738 | 5,236 |
| Others | 627 | 96 | 824 | 48 |

| Total | 4,189 | 8,376 | 28,905 | 6,850 |
|-------|-------|-------|--------|-------|
|-------|-------|-------|--------|-------|

CINCINNATI.

| | Cattle. | Calves. | Hogs. | Sheep. |
|----------------------|---------|---------|-------|--------|
| S. W. Gall's Sons. | 6 | ... | 168 | ... |
| E. Kahn's Sons Co. | 1,280 | 370 | 6,333 | 2,382 |
| Kroger G. & B. Co. | 86 | 60 | 4 | ... |
| Lohrey Pkg. Co. | 3 | ... | 249 | ... |
| A. Sander Pkg. Co. | 222 | 197 | 7,733 | 140 |
| J. Schlachter's Sons | 9 | ... | 2,733 | ... |
| J. F. Schroth Co. | 173 | 202 | 15 | ... |
| Ideal Pkg. Co. | 247 | 939 | 3,116 | ... |
| Shippers | 764 | 376 | 3,505 | 203 |

| Total | 2,700 | 2,170 | 17,197 | 2,908 |
|-------|-------|-------|--------|-------|
|-------|-------|-------|--------|-------|

Not including 830 cattle, 66 calves, 9,081 hogs and 2,407 sheep bought direct.

RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended February 28, 1931, with comparisons:

CATTLE.

| | Week ended Feb. 28. | Prev. week. | Cor. week. | Feb. 28, 1930. |
|----------------------|---------------------|-------------|------------|----------------|
| Chicago | 13,454 | 18,465 | 15,417 | ... |
| Kansas City | 13,759 | 14,519 | ... | ... |
| Omaha (incl. calves) | 13,875 | 18,517 | 18,158 | ... |
| St. Louis | 15,087 | 14,075 | 7,328 | ... |
| St. Joseph | 7,403 | 6,903 | 8,251 | ... |
| Oklahoma City | 5,618 | 5,750 | 7,851 | ... |
| Wichita | 6,089 | 2,571 | 6,777 | ... |
| Denver | 7,496 | 13,870 | 12,448 | ... |
| St. Paul | 58,797 | 58,688 | 59,951 | ... |
| Milwaukee | 28,905 | 25,932 | 25,963 | ... |
| Indianapolis | 4,189 | 3,923 | 3,141 | ... |
| Cincinnati | 3,620 | 3,404 | 2,293 | ... |

| Total | 96,831 | 100,015 | 81,460 | ... |
|-------|--------|---------|--------|-----|
|-------|--------|---------|--------|-----|

HOGS.

| | Chicago | Kansas City | Omaha | St. Louis | St. Joseph | Oklahoma City | Wichita | Denver | St. Paul | Milwaukee |
|--|---------|-------------|-------|-----------|------------|---------------|---------|--------|----------|-----------|
|--|---------|-------------|-------|-----------|------------|---------------|---------|--------|----------|-----------|

March 7, 1931.

Hide and Skin Markets

Chicago.

PACKER HIDES—Another advance of a half-cent was obtained at mid-week in the packer hide market on limited trading by three packers, while light native cows and branded cows continued their upward trend and are now quoted at a full cent over last week. The kill at this season runs heavily to steers, which increases interest in the cows, but part of the strength in the latter is attributed in some quarters to interests wanting hides for Exchange delivery. The movement of prices on the Exchange was rather erratic, with wide fluctuations and an active trade.

The total movement for the week, so far, is estimated at 35,000 hides, mostly late February take-off with a few March included, and trading so far confined to three packers. Bids at a full cent over last week were being declined late this week for light native and branded cows by couple packers with nothing to offer. Last trading prices on other descriptions were available for more hides early but a sharp decline in the Exchange market late in the week caused interest to lag somewhat. However, the market is quotable firm at last trading prices at the moment.

Spready native steers nominally about 9½c. Two packers each sold a car February-March native steers early at 8c, and this was later paid for other points. Extreme native steers quoted 8½@9c, nom.

Butt branded steers sold at 8c and Colorados at 7½c, in a limited way. Heavy Texas steers quoted 8c, nom. Light Texas steers were sold by one packer at 7½c. Extreme light Texas steers quoted 8c nom.

Heavy native cows moved at 7½c. Light native cows sold early at 8c, and bids of 8½c later declined; some resales lots of light native cows moved later at 8½c for about 6,000. Branded cows sold early at 7½c, and later one packer sold a car Februarys at 8c, which is now bid.

One packer sold a car January to March native bulls at 5½c; branded bulls nominally 4½c.

Last trading in the South American market was 8,000 LaPlata steers to United States at \$31.75, equal to 11½c, c.i.f. New York, about steady with last week.

SMALL PACKER HIDES—Late this week, one local small packer sold 4,000 March hides at 7½c for all-weight native steers and cows and 7c for branded, and reports 5c bid for native bulls. This about cleans up local small packers to end of March. Another killer sold 5,500 March hides at end of last week at 7c for native all-weights and 6½c for branded. Small packer association moved 1,500 extreme native steers mid-week at 8½c, and later two cars light native cows at 8½c.

Further trading in Pacific Coast market late last week at 6c, flat, for February steers and cows, f.o.b. shipping points.

COUNTRY HIDES—The country market is strong, in sympathy with the packer market, but with the turn toward higher prices offerings have dried up to a considerable extent, and

most quotations at present are only nominal. All-weights, around 48 lb. av., sold early at 6c, selected, delivered, but up to 6½c now talked. Heavy steers and cows offered at 6c. Buff weights sold at 6c early but 6½@7c now talked. Good 25/45 lb. extremes moved early at 7c, and some quote 7@7½c while others ask 8c or better. There has not been sufficient trading since the last advance to establish this market. Bulls sold at 4c, flat, and more wanted. All-weight branded quoted around 5½c, flat, less Chicago freight.

CALFSKINS—One packer sold 35,000 January calfskins late last week at 15c for northerns, or ½c over previous sale; now asking 16@17c, with market generally considered closer to inside figure.

Chicago city calfskins, straight 8/15 lb. weights, sold at 13c for one car, early; 8/10 lb. quoted 12½@13c, nom., and a car 10/15 lb. sold at 14c. Mixed city and country around 11c; straight countries about 9c.

KIPSKINS—Last trading, couple weeks back, on packer kipskins was at 11½c for northern natives, 10c for northern over-weights and 8c for branded; offered at 13c for natives, 11c for over-weights and 9c for branded.

Chicago city kipskins in very slow demand and quoted 10c last paid. Mixed cities and countries 8½@9c, nom.; straight countries 7½@8c, nom.

Packer regular slunks sold at 77½c, after earlier sales late last week at 70c; hairless around 30c, nom., demand very light.

HORSEHIDES—Market stronger, following advance on other hides. Choice city renderers generally held at \$3.50; mixed city and country lots quoted \$2.50@2.75; straight countries around \$2.25.

SHEEPSKINS—Dry pelts 6½@7c for full wools, short wools at half-price. Big packer shearlings out of season, but a few continue to move; some sold at 45c for No. 1's, and No. 1's quoted 40@45c. Pickled skins remain rather quiet and market quoted \$1.50@1.75 per doz. straight run of packer lamb at Chicago; sales of February skins reported in another direction at \$1.60@1.62 per doz. March lamb pelts moving at 85@90c, improvement based on better quality. Country lamb pelts quoted 35@45c.

PIGSKINS—No. 1 pigskin strips offered at 5@6c per lb., Chicago. Gelatine scraps quoted 2½c recently paid.

New York.

PACKER HIDES—All New York packers cleaned up to end of February earlier and last trading prices no longer a market criterion. Nothing done as yet on March hides, and market quoted nominally on basis of Chicago prices.

COUNTRY HIDES—Market stronger but offerings have about disappeared with the rising prices and trading very restricted. Buff weights quoted nominally around 6½c, extremes 7@7½c, although higher is talked in some instances.

CALFSKINS—Early in the week, about 18,000 of the 5-7's sold at \$1.10, and a few cars of 7-9's at \$1.42½@1.45. However, market reported stronger and undoubtedly more will be asked.

The 9-12's are quoted nominally around \$2.15@2.25.

New York Hide Exchange Futures.

Saturday, February 28, 1931—Close: Mar. 9.10n; Apr. 9.40n; May 9.70 sale; June 10.00n; July 10.35n; Aug. 10.75n; Sept. 11.10 sale; Oct. 11.45n; Nov. 11.80n; Dec. 12.15@12.25; Jan. 12.25n. Sales 90 lots.

Monday, March 2, 1931—Close: Mar. 9.00n; Apr. 9.30n; May 9.65 sale; June 9.85n; July 10.30n; Aug. 10.65n; Sept. 10.99@11.01; Oct. 11.35n; Nov. 11.70n; Dec. 12.05@12.11; Jan. 12.15n; Feb. 12.30n. Sales 110 lots.

Tuesday, March 3, 1931—Close: Mar. 8.80n; Apr. 9.10n; May 9.45 sale; June 9.80n; July 10.15n; Aug. 10.50n; Sept. 10.85 sale; Oct. 11.20n; Nov. 11.55n; Dec. 11.95 sale; Jan. 12.05n; Feb. 12.20n. Sales 43 lots.

Wednesday, March 4, 1931—Close: Mar. 9.35n; Apr. 9.65n; May 10.00 sale; June 10.35n; July 10.70n; Aug. 11.10n; Sept. 11.45@11.49; Oct. 11.80n; Nov. 12.15n; Dec. 12.50b; Jan. 12.60n; Feb. 12.75n. Sales 134 lots.

Thursday, March 5, 1931—Close: Mar. 9.80n; Apr. 10.10n; May 10.45 sale; June 10.80n; July 11.15n; Aug. 11.50n; Sept. 11.86@11.85 sales; Oct. 12.20n; Nov. 12.55n; Dec. 12.90 sale; Jan. 13.00n; Feb. 13.15n. Sales 173 lots.

Friday, March 6, 1931—Close: Mar. 9.35n; Apr. 9.65n; May 10.00 sale; June 10.40n; July 10.75n; Aug. 11.15n; Sept. 11.50@11.55 sales; Oct. 11.85n; Nov. 12.20n; Dec. 12.55 sale; Jan. 12.65n; Feb. 12.80n. Sales 68 lots.

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Mar. 6, 1931, with comparisons, are reported as follows:

| | | PACKER HIDES. | |
|--|----------|---------------|------------------|
| Week ended Mar. 6. | | Prev. week. | Cor. week, 1930. |
| Spr. nat. stra. | @ 9 1/4n | @ 9n | @ 16 |
| Hvy. nat. stra. | @ 8 | @ 7 1/2b | 14 @ 14 1/2 |
| Hvy. Tex. stra. | @ 8n | @ 7 1/2n | 14 @ 14 1/2 |
| Hvy. butt brand'd stra. | @ 8 | @ 7 1/2b | @ 14b |
| Hvy. Col. stra. | @ 7 1/2 | @ 7b | @ 13 1/2b |
| Ex-kill Tex. stra. | @ 8n | @ 7n | @ 12 |
| Brand'd cows. | @ 8b | @ 7b | @ 12 |
| Hvy. nat. cows | @ 7 1/2 | 6 1/2@ 7n | 12 @ 12 1/2 |
| Lt. nat. cows | @ 8 1/2b | @ 7 1/2b | @ 12 1/2 |
| Nat. bulls .. | @ 5 1/2 | @ 4 1/2 | @ 9 |
| Brand'd bulls. | @ 4 1/2n | 3 1/2@ 4n | 8 @ 8 1/2n |
| Calfskins ... 15 | @ 16 | @ 14 1/2 | 18 1/2 @ 19 |
| Kips, nat. ... | @ 13ax | @ 11 1/2 | @ 17 1/2 |
| Kips, ov-wt. | @ 11ax | @ 10 | @ 15 1/2 |
| Kips, brand'd. | @ 9ax | @ 8 | @ 13 1/2 |
| Slunks, reg. ... | @ 77 1/2 | 75 @ 85 | @ 1.20 |
| Slunks, hrs. ... | @ 30n | 30 @ 32 1/2 | 25 @ 30 |
| Light native, butt branded and Colorado steers 1c per lb. less than heavies. | | | |

| CITY AND SMALL PACKERS. | | | |
|-------------------------|---------|---------------|-------------|
| Nat. all-wts. | @ 7 1/2 | 7 1/4 @ 7 1/2 | 12 @ 12 1/2 |
| Branded | @ 7 | 6 1/2@ 7n | 11 |
| Nat. bulls .. | @ 5b | @ 4 1/2 | 9 |
| Brand'd bulls. | @ 4n | @ 3 1/2 | 8 |
| Calfskins ... | @ 13 | 12 @ 12 1/2 | 17 1/2n |
| Ips. | @ 10 | @ 10 | 16 |
| Slunks, reg. ... 70 | @ 6n | 70 @ 60n | 11 .05 |
| Slunks, hrs. ... | @ 20n | 25 @ 30n | 20 @ 25n |

| COUNTRY HIDES. | | | |
|--------------------------|-----------|-------------|-------------|
| Hvy. steers. | @ 6ax | 5 @ 5 1/2 | @ 10ax |
| Hvy. cows. | @ 6ax | 5 @ 5 1/2 | @ 10ax |
| Bulls | 6 1/2@ 7 | 5 1/2@ 6n | 10 @ 10 1/2 |
| Extremes ... | 7 @ 8 | 6 1/2@ 7n | 12 @ 12 1/2 |
| Bulls | 4 @ 4 1/2 | 3 @ 3 1/2 | @ 7ax |
| Calfskins ... | 8n | 8 @ 8 1/2 | @ 14n |
| Kips | 7 1/2@ 8n | 7 @ 7 1/2 | @ 13n |
| Light calf. | @ 75 | @ 75 | 1.00 @ 1.10 |
| Deacons ... | @ 75 | @ 75 | 1.00 @ 1.10 |
| Slunks, reg. ... 30 | @ 35 | 30 @ 35 | 60 @ 75 |
| Slunks, hrs. ... 5 | @ 10n | 5 @ 10n | 5 @ 10n |
| Horsehides ... 2.25@3.50 | 2.00@3.00 | 3.50 @ 4.50 | |
| Hogskins ... | @ 40 | @ 40 | 50 @ 55 |

| SHEEPSKINS. | | | |
|------------------------|----------|-------------|---------------|
| Pkr. lambs ... 85 | @ 90 | 70 @ 75 | 1.25 @ 1.50 |
| Sml. pkr. | | | |
| lambs ... 60 | @ 75 | 45 @ 60 | 1.15 @ 1.45 |
| Pkr. shearlings ... 40 | @ 45 | 40 @ 42 1/2 | 85 @ 1.07 1/2 |
| Dry pelts ... 6 1/2@ 7 | 6 1/2@ 7 | 13 @ 14 | |

Chicago Section

Jay E. Decker, president, Jacob E. Decker & Sons, Mason City, Ia., was in town during the week.

James S. Agar, president Agar Packing & Provision Co., Chicago, is at home with an attack of 'flu.'

H. A. Elliott, vice-president and general manager, Elliott & Co., Duluth, Minn., was in town this week.

E. S. Urwitz, general manager, Dryfus Packing Co., Lafayette, Ind., was in Chicago during the week.

R. C. Johnson, smoked meat department, Cudahy Packing Co., Chicago, has been ill during the past week.

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 17,195 cattle, 5,408 calves, 46,421 hogs, and 36,548 sheep.

Two memberships on the Chicago Board of Trade sold at \$8,000 during the week. This represents an advance of \$300. The present bid is \$9,000, with the best offer \$11,500.

President Thomas E. Wilson and vice-president C. R. Hood, in charge of beef and small stock departments, Wilson & Co., Chicago, were in New York during the week.

Hy. Weiss, of the European-American Export & Import Co., sheep castings house, New York City, was in Chicago on business during the week and visited the offices of THE NATIONAL PROVISIONER.

The sympathy of his friends in the trade is extended to Z. K. Waldron, of Lee & Waldron, Chicago provision brokers, in the death of his wife, Madeline Henning Waldron. Mrs. Waldron passed away suddenly on Mar. 2.

Provision shipments from Chicago for the week ended Feb. 28, 1931, with comparisons, were as follows:

| | Last wk. | Prev. wk. | Cor. wk. |
|-------------------|------------|------------|------------|
| Cured meats, lbs. | 12,118,000 | 11,331,000 | 21,486,000 |
| Fresh meats, lbs. | 43,188,000 | 48,183,000 | 43,112,000 |
| Lard, lbs. | 9,524,000 | 11,318,000 | 5,888,000 |

J. E. Wrenn, district manager of the Kansas City territory for the Bureau of Foreign & Domestic Commerce, U. S. Department of Commerce, was a visitor in Chicago at the end of last week. Mr. Wrenn's many friends in the trade have been extending to him their sympathy in the recent death of his young son.

"Con" Yeager is on his first trip to Texas, and says he feels just as safe as if he was in Chicago. On his way he took in Florida, where he met president E. A. Reinemann of Fried & Reinemann, Pittsburgh, playing golf daily with "Babe" Ruth, and as Yeager expressed it, "looking like a two-year-old."

Watch the Wanted page for bargains in equipment.

In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

GOING STRONG AT SEVENTY.

Fifty-five years in the meat packing business, on the job every day and still going strong—this ought to be the height of something. Any how, it is an accomplishment few can look forward to, and is an achievement anyone might be proud of.

This is the record made by George Gilbert, Albert Lea Packing Co., Albert Lea, Minn. But if present indications mean anything, it is one that he will better by many years, for he is in perfect health, "thanks to the wonderful climate of the world's best vacation land." (Booster stuff by general manager W. W. Bowers.)

Gilbert was born December 30, 1860, in Milwaukee, Wis., and started his long trek to the half-century mark in the packing business when at 15 years of age he went to work for the Plankinton Packing Co. He remained with this firm until 1890, when he changed his allegiance to the Cudahy Bros. Co., Cudahy, Wis. There he remained until 1900.

In this year Gilbert returned to Milwaukee and went to work for the Boden Packing Co. He stayed on this job until 1905, when he took the foremanship of the hog killing and cutting department of the S. & S. plant at Kansas City, Mo. He held this position un-

til 1914, when he was transferred to the Albert Lea Packing Co., this latter plant in that year having been taken over by Wilson & Co. He has been on this job ever since.

For 40 years Gilbert has been an expert on methods of hog cutting, specializing on English cuts. For the past 10 years he has been relieved from some of the more strenuous duties connected with the department, but he still inspects every piece of fancy meat that goes into the company's Cream brand. Mr. Gilbert was among the meat plant veterans who this last year received the Institute's gold service button.

DEATH OF WILLIAM L. GREGSON.

William L. Gregson, for 43 years a well-known meat packer and member of the Chicago Board of Trade, and until six weeks ago registrar of provisions of the board, died on Sunday, March 1, and was buried in Mount Hope cemetery on March 3, following services at his Beverly Hills residence in Chicago.

Mr. Gregson, who was 64, came to Chicago from England in 1882. Six years later he joined the board of trade. He established, with Joy Morton, the Morton-Gregson Packing Co., at Nebraska City, Neb. He also headed the Interstate Packing Co. at Winona, Minn. He is survived by his widow, two daughters and one son.

CHICAGO PROVISION STOCKS.

Stocks of provisions in Chicago at the close of business on Feb. 28, 1931, with comparisons, are reported by the Chicago Board of Trade as follows:

| Feb. 28, | Jan. 31, | Feb. 28, |
|----------|----------|----------|
| 1931. | 1931. | 1930. |

| | | | |
|--|-------------|-------------|-------------|
| Mess pork, new, m ade since Oct. 1, '30 brls. | 501 | 199 | 271 |
| Mess pork, made Oct. 1, '29 to Oct. 1, '30, brls. .... | ..... | ..... | 53 |
| Other kinds of barrelled pork, brls. | 32,812 | 30,683 | 33,340 |
| P. S. lard, made since Oct. 1, '29, lbs. | 22,234,312 | 20,156,256 | 33,675,666 |
| P. S. lard, made Oct. 1, '29 to Oct. 1, '30, lbs. .... | ..... | ..... | 1,871,000 |
| Other kinds of lard, lbs. | 4,366,676 | 4,172,500 | 9,047,000 |
| D. S. clear bellies, made since Oct. 1, 1930, lbs. | 11,239,921 | 6,365,052 | 16,565,020 |
| D. S. clear bellies, made previous to Oct. 1, 1930, lbs. .... | ..... | ..... | 317,100 |
| D. S. rib bellies, m ade since Oct. 1, 1930, lbs. | 2,518,767 | 1,810,463 | 550,100 |
| Extra short clear sides, m ade since Oct. 1, 1930, lbs. | 67,300 | 34,034 | 65,100 |
| D. S. short fat backs, lbs. | 7,017,018 | 5,654,005 | 5,942,000 |
| D. S. shoulders, lbs. .... | ..... | ..... | 116,000 |
| S. P. hams, lbs. | 42,152,142 | 35,851,110 | 37,341,700 |
| S. P. ham, lbs. | 35,308,877 | 28,188,070 | 30,021,070 |
| S. P. bellies, lbs. | 27,429,897 | 22,176,763 | 27,775,900 |
| S. P. California or picnics, S. P. Boston shoulders, lbs. | 17,494,610 | 13,930,867 | 14,764,000 |
| S. P. shoulders, lbs. | 161,819 | 206,501 | 220,400 |
| Other cuts of meats, lbs. | 12,290,437 | 10,177,811 | 9,115,000 |
| Total cut meats, lbs. | 155,680,788 | 124,405,685 | 142,015,000 |



REWARD FOR LONG SERVICE.

George Gilbert, meat plant veteran, Albert Lea Packing Co., Albert Lea, Minn., receiving his 50-year gold button at the hands of general manager W. W. Bowers. Mr. Gilbert has been active in the packinghouse business for 55 years, having started with the Plankinton Packing Co., Milwaukee, Wis., when he was 15 years old.

March 7, 1931.

THE NATIONAL PROVISIONER

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PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.
EXCLUSIVE PACKERS REPRESENTATIVES
PACKING HOUSE PRODUCTS
SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113

Consolidated Rendering Co.

Manufacturers of Tallow, Grease, Oleo Oil, Stearine,
Beef Cracklings, Ground Meat Scrap, Fertilizers
Dealers in Hides, Skins, Pelts, Wool and Furs

40 North Market St. Boston, Mass.

GEO. H. JACKLE

Broker

Tankage, Blood, Bones, Cracklings, Bonemeal,
Hoof and Horn Meal

Chrysler Bldg., 405 Lexington Ave., New York City

FROM GROCER TO MEAT PACKER.

Abraham Bros. Packing Co., wholesale meat dealers and sausage manufacturers, Memphis, Tenn., have purchased the plant of the Beasley Packing Co., which has been closed for the past nine months. Immediate plans, according to secretary George G. Abraham, include the employment of 25 ex-men and the immediate reopening of the Beasley plant. More employees will be added later as business justifies, until a weekly kill of 2,000 head has been reached. The Beasley plant is located in Hollywood, Tenn., and was placed in operation two years ago as an adjunct to the Dixie National Stockyards.

The deal marks the expansion of Abraham Bros. into the slaughtering business. Heretofore manufacturing in their plant at 705 South Dudley st. had been confined to sausage making. The firm will conduct a public abattoir business, supplying in part the wholesaling end of their business, and in addition will inaugurate what is said to be the first exclusive kosher plant in the South.

Abraham Bros. Packing Co. began in Memphis 17 years ago when Sam Abraham opened a retail grocery store at

699 South Dudley st., with a first day's gross income of \$6.13. Their annual business now aggregates \$1,500,000. The company entered the wholesale meat business in 1921 and started sausage manufacturing in 1924. With its additional facilities the company will specialize in fancy lambs, veal and beef. Sam Abraham is president.



FEBRUARY CHICAGO LIVESTOCK.

Hog receipts at Chicago during February at 755,310 compared with 742,012 in February, 1930, but are well under those of February, 1929, and 1928. The tendency of farmers to market their hogs late this year, because of uncertainty of the corn crop in the early fall months and the uncertainty of the market since that time, has resulted in heavier February receipts than would normally be expected.

The average weight of hogs at Chicago at 236 lbs. compared with 231 lbs. in February a year ago, 229 lbs. two years ago and 232 lbs. three and four years ago.

The average price during the month at \$7.10 compared with \$10.65 a year ago and \$10.25 two years ago.

At the 11 principal markets the receipts for February totaled 2,453,000

compared with 2,545,000 last February and were the lowest for the month since 1927.

Cattle receipts, on the other hand, with two exceptions were the smallest at Chicago for February in over 40 years. These receipts at 153,918 were 5,000 larger than in February, 1930, the other low February being in 1915 when 130,883 head were received.

The average weight of cattle at 1021 lbs. compared with 1029 a year ago, 1016 two years ago and 1004 lbs. three years ago. The average price of native beef steers was \$8.35 compared with \$12.30 last February and \$11.90 two years ago. The fat cow and heifer average at \$5.70 was \$3.05 under the average price of February, 1930, and \$3.40 under that of two years ago.

Sheep and lamb receipts at 314,165 were approximately 6,500 less than the receipts of the previous February, but in the light of demand these receipts were regarded as rather large. The average weight at 84 lbs. is the same as that of a year ago and is 1 lb. less than that of two years ago and 4 lbs. less than in February, 1928. Yearlings, which constituted the bulk of the receipts, averaged \$7.10 compared with \$8.85 last February and \$13.85 in February, 1929.

Main Office
332 S. La Salle St.
CHICAGO, ILL.
All Codes

On request, our complete provision, fresh meat, packing-house products, tallow and grease daily market quotation sheets will be mailed to any member of the trade free of charge; also our periodical market reports.

E.G. JAMES COMPANY

PROVISION BROKERS

Beef, Provisions, Packing House Products,
Tallow, Greases, Fertilizers, Materials, Bone
Materials, Animal Feeds, Whale Guano
Bird Guano
We trade in Domestic, Canadian, European,
Australian, New Zealand and South
American products on
brokerage basis



Branch Office
148 State St.
BOSTON, MASS.

We specialize in taking care
of the requirements of buyers
located all over the United
States and Canada. Offerings
telegraphed promptly on re-
ceipt of inquiries.

Our 1931 Market Calender now ready—Price \$3.50 each

March 7, 1931

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY
MARKET SERVICE

CASH PRICES.

Based on actual carlot trading, Thursday,
Mar. 5, 1931.

REGULAR HAMS.

| | Green. Standard. | Sweet Pickled. Standard. | Fancy. |
|-------------|---------------------|-----------------------------|--------|
| 8-10 | 18½ | 17½ | 18½ |
| 10-12 | 15½ | 15½ | 16½ |
| 12-14 | 13½ | 13½ | 14½ |
| 14-16 | 13 | 13½ | 14½ |
| 10-16 range | 13½ | 13½ | 13½ |

BOILING HAMS.

| | Green. Standard. | Sweet Pickled. Standard. | Fancy. |
|-------------|---------------------|-----------------------------|--------|
| 16-18 | 13½ | 12½ | 13 |
| 18-20 | 13 | 12½ | 12½ |
| 20-22 | 12½ | 12½ | 12½ |
| 16-22 range | 13 | 12½ | 12½ |

SKINNED HAMS.

| | Green. Standard. | Sweet Pickled. Standard. | Fancy. |
|-------|---------------------|-----------------------------|--------|
| 10-12 | 15½ | 15½ | 16½ |
| 12-14 | 15½ | 15 | 16 |
| 14-16 | 14½ | 14½ | 15½ |
| 16-18 | 14½ | 14 | 15 |
| 18-20 | 13½ | 13% | 14% |
| 20-22 | 12½ | 13 | 14 |
| 22-24 | 12 | 12 | 12 |
| 24-26 | 11½ | 11½ | 11½ |
| 25-30 | 11 | 11½ | 11½ |
| 30-35 | 10% | 11½ | 11½ |

PICNICS.

| | Green. Standard. | Sweet Pickled. Standard. | Sh. Shank. |
|-------|---------------------|-----------------------------|------------|
| 4-6 | 9½ | 9½ | 10½ |
| 6-8 | 8½ | 8½ | 9½ |
| 8-10 | 8½ | 7½ | 8½ |
| 10-12 | 8 | 7½ | 8½ |
| 12-14 | 7½ | 7½ | 8½ |

BELLIES.

| | Green. | Cured. | Dry Cured. |
|-------|----------|--------|------------|
| 6-8 | Sq. Sds. | S.P. | |
| 8-10 | 17½ | 16½ | 17½ |
| 10-12 | 16 | 15½ | 16½ |
| 12-14 | 14% | 14½ | 15½ |
| 14-16 | 14 | 13½ | 14½ |
| 16-18 | 12½ | 12½ | 13 |

D. S. BELLIES.

| | Standard. | Fancy. |
|-------|-----------|--------|
| 14-16 | 11½ | 11½ |
| 16-18 | 11½ | 13 |
| 18-20 | 11½ | 12½ |
| 20-25 | 11½ | 12% |
| 25-30 | 11½ | 12% |
| 30-35 | 11½ | 11½ |
| 35-40 | 11½ | 11 |
| 40-50 | 10½ | 10½ |

D. S. FAT BACKS.

| | Standard | Export Trim. | Dry Cured. |
|-------|----------|--------------|------------|
| 8-10 | 7½ | 7½ | 7½ |
| 10-12 | 7½ | 7½ | 7½ |
| 12-14 | 7½ | 7½ | 7½ |
| 14-16 | 8½ | 8½ | 8½ |
| 16-18 | 8% | 8 | 8 |
| 18-20 | 9 | 9 | 9 |
| 20-25 | 9½ | 9½ | 9½ |

OTHER D. S. MEATS.

| | | |
|---------------------|-------|------|
| Extra short clears. | 35-45 | 10½n |
| Extra short ribs | 35-45 | 10½n |
| Regular plates | 6-8 | 7½ |
| Clear plates | 4-6 | 6½ |
| Jowl butts | | 7½ |
| Green square jowls | | 8 |
| Green rough jowls | | 7 |

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

FUTURE PRICES.

SATURDAY, FEBRUARY 28, 1931.

Open. High. Low. Close.

LARD—

| Feb. | Mar. | Apr. | May | June |
|------|------|------|------|---------|
| | 8.35 | 8.40 | 8.35 | 8.40 |
| | | | | 8.45n |
| | | | | 8.60ax |
| | | | | 8.77½ax |

CLEAR BELLIES—

| May | June | July | Aug. |
|-------|------|--------|------|
| 11.05 | | | |
| | | 11.10b | |

LARD—

| Mar. | Apr. | May | June | July | Aug. |
|-------|------|-------|-------|-------|---------|
| 8.42½ | 8.40 | 8.42½ | 8.60b | 8.65n | |
| | | | | 8.62½ | 8.77½ax |
| | | | | 8.80 | 8.82½ax |
| | | | | 9.00 | 9.00ax |
| | | | | 9.20 | 9.17½ |

CLEAR BELLIES—

| May | June | July | Aug. |
|--------|------|--------|------|
| 11.10b | | | |
| | | 11.20b | |

LARD—

| Mar. | Apr. | May | June | July | Aug. |
|------|------|------|------|-------|--------|
| 8.70 | | 8.75 | 8.70 | 8.75b | 8.72½b |
| | | | | | 8.80n |
| | | | | | 8.82½ |
| | | | | | 8.90b |
| | | | | | 9.07½ |
| | | | | | 9.25 |

CLEAR BELLIES—

| May | June | July | Aug. |
|-------|------|--------|----------|
| 11.30 | | 11.37½ | 11.30 |
| | | | 11.37½ax |

WEDNESDAY, MARCH 4, 1931.

LARD—

| Mar. | Apr. | May | June | July | Aug. |
|------|------|------|------|-------|--------|
| 8.75 | 8.75 | 8.70 | 8.70 | 8.75b | 8.72½b |
| | | | | | 8.80n |
| | | | | | 8.82½ |
| | | | | | 8.90b |
| | | | | | 9.07½ |
| | | | | | 9.25 |

LARD—

| Mar. | Apr. | May | June | July | Aug. |
|------|------|------|------|-------|--------|
| 8.75 | 8.75 | 8.70 | 8.75 | 8.75b | 8.72½b |
| | | | | | 8.80n |
| | | | | | 8.82½ |
| | | | | | 8.90b |
| | | | | | 9.07½ |
| | | | | | 9.25 |

CLEAR BELLIES—

| Mar. | Apr. | May | June | July | Aug. |
|------|------|------|------|------|---------|
| 9.00 | 8.90 | 8.90 | 8.90 | 8.90 | 8.87½ax |
| | | | | | 8.97½ |
| | | | | | 9.10 |
| | | | | | 9.15 |

FRIDAY, MARCH 6, 1931.

LARD—

| Mar. | Apr. | May | June | July | Aug. |
|------|------|------|------|------|--------|
| 8.75 | 8.75 | 8.75 | 8.75 | 8.75 | 8.85ax |
| | | | | | 8.90n |
| | | | | | 8.90 |
| | | | | | 8.97½ |
| | | | | | 9.10 |
| | | | | | 9.15 |

CLEAR BELLIES—

| Mar. | Apr. | May | June | July | Aug. |
|------|------|------|------|------|---------|
| 9.30 | 9.35 | 9.35 | 9.35 | 9.35 | 9.32½ax |

CELLOPHANE PRICES DOWN.

The Du Pont Cellophane Company has announced another reduction in the price of cellophane, the twelfth since domestic manufacture was begun in 1924. The price of regular cellophane is now one-fifth its cost at that time. In commenting on this announcement Du Pont Cellophane officials say: "It is in line with the company's policy to reduce prices whenever increased demand for cellophane makes this possible. The recent greatly increased use of Moistureproof Cellophane, an exclusive patented product, in new and wider fields makes it possible to reduce it even more than regular cellophane."

CHICAGO RETAIL MEATS

Beef.

| Week ended Mar. 4, 1931. | Cor. wk. No. No. | 1000. 1. 2. 3. |
|-----------------------------|---------------------|-------------------|
| Rib roast, hvy. end. | 27 | 35 |
| Rib roast, lt. end. | 28 | 45 |
| Chuck roast | 20 | 32 |
| Steaks, round | 24 | 30 |
| Steaks, sirloin | 25 | 32 |
| Steaks, porterhouse | 20 | 28 |
| Corned briskets, | 27 | 32 |
| Corned plates | 22 | 25 |
| Corned rump, bns. | 22 | 22 |

Prim. Good. Medi. Half. Cow. Hind. Fore.

Steak. Steak. Steak. Steak. Cow. Cow. Cow. Cow.

Lamb.

| Good. Com. Good. Com. | | | |
|-----------------------|----|----|----|
| Hindquarters | 28 | 15 | 30 |
| Legs | 28 | 15 | 28 |
| Stews | 15 | 10 | 15 |
| Chops, shoulder | 25 | 20 | 25 |
| Chops, rib and loin | 40 | 25 | 30 |

Steak. Steak. Steak. Cow. Cow. Cow. Cow.

Mutton.

| Good. Com. |
| --- |

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March 7, 1931.

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

| | Week ended | Cor. week. |
|-----------------------|-------------|-----------------|
| Prime native steers | 18 @ 20 1/2 | 25 @ 26 |
| Good native steers | 16 @ 18 | 23 1/2 @ 24 1/2 |
| Medium steers | 14 @ 16 | 21 1/2 @ 22 |
| Helfers, good | 11 1/2 @ 14 | 19 @ 23 |
| Owes | 8 1/2 @ 11 | 13 1/2 @ 17 |
| Bled quarters, choice | 27 1/2 | 30 @ 31 |
| Fore quarters, choice | 14 1/2 | 21 @ 21 1/2 |

Beef Cuts.

| | |
|------------------------------|--------|
| Steer loins, No. 1 | 43 1/2 |
| Steer loins, No. 2 | 38 1/2 |
| Steer short loins, No. 1 | 35 1/2 |
| Steer short loins, No. 2 | 33 1/2 |
| Steer loin ends (hips) | 45 |
| Cow loins, No. 2 | 32 |
| Cow loins, No. 1 | 24 |
| Cow short loins (hips) | 25 |
| Cow ribs, No. 1 | 24 |
| Cow ribs, No. 2 | 22 |
| Cow ribs, No. 3 | 19 |
| Steer rounds, No. 1 | 15 1/2 |
| Steer rounds, No. 2 | 15 |
| Steer chuck, No. 1 | 13 |
| Steer chuck, No. 2 | 11 1/2 |
| Cow rounds | 11 1/2 |
| Cow chuck | 10 |
| Steer plates | 10 |
| Medium plates | 7 1/2 |
| Briquets, No. 1 | 11 |
| Briquet naval ends | 5 1/2 |
| Cow naval ends | 6 1/2 |
| Fine shanks | 10 |
| Hind shanks | 8 |
| Steer loins, No. 1, boneless | 45 |
| Steer loins, No. 2 | 50 |
| Sirloin butts, No. 1 | 32 |
| Sirloin butts, No. 2 | 20 |
| Beef tenderloins, No. 1 | 45 |
| Beef tenderloins, No. 2 | 60 |
| Rump butts | 26 |
| Flank steaks | 26 |
| Shoulder clods | 12 |
| Hanging tenderloins | 9 1/2 |
| Inside, green, 6@8 lbs. | 14 1/2 |
| Outsides, green, 5@6 lbs. | 11 1/2 |
| Knuckles, green, 5@6 lbs. | 13 |

Beef Products.

| | |
|--------------------|----|
| Brains (per lb.) | 10 |
| Hearts | 6 |
| Tongues | 29 |
| Sweetbreads | 35 |
| Ox-tails, per lb. | 15 |
| Fresh tripe, plain | 8 |
| Fresh tripe, H. C. | 10 |
| Livers | 18 |
| Kidneys, per lb. | 11 |

Veal.

| | |
|----------------|----|
| Choice carcass | 15 |
| Good carcass | 14 |
| Good saddles | 23 |
| Good racks | 13 |
| Medium racks | 8 |

Veal Products.

| | |
|--------------|----|
| Brains, each | 10 |
| Sweetbreads | 50 |
| Calf livers | 60 |

Lamb.

| | |
|-----------------------|----|
| Choice lambs | 18 |
| Medium lambs | 20 |
| Choice saddles | 23 |
| Medium saddles | 22 |
| Choice forets | 12 |
| Medium forets | 15 |
| Lamb fries, per lb. | 33 |
| Lamb tongues, per lb. | 16 |
| Lamb kidneys, per lb. | 25 |

Mutton.

| | |
|------------------------|----|
| Heavy sheep | 8 |
| Light sheep | 10 |
| Heavy saddles | 10 |
| Light saddles | 14 |
| Heavy forets | 6 |
| Light forets | 7 |
| Mutton legs | 8 |
| Mutton loins | 14 |
| Mutton steaks | 10 |
| Sheep tongues, per lb. | 6 |
| Sheep heads, each | 10 |

Fresh Pork, Etc.

| | |
|----------------------------------|-------|
| Pork loins, 10@10 lbs. av. | 17 |
| Picnic shoulders | 16 |
| Skinned shoulders | 11 |
| Tenderloins | 35 |
| Spare ribs | 9 |
| Back fat | 10 |
| Boston butts | 13 |
| Boneless butts, cellar trim, 2@4 | 19 |
| Hams | 10 |
| Tails | 10 |
| Nock bones | 3 1/2 |
| Slip bones | 6 |
| Blade bones | 13 |
| Piza' feet | 7 |
| Kidneys, per lb. | 5 |
| Livers, per lb. | 5 |
| Brains | 12 |
| Ears | 5 |
| Scouts | 7 |
| Heads | 9 |

DOMESTIC SAUSAGE.

(Quotations cover fancy grades.)

| | |
|--------------------------------------|--------|
| Pork sausage, in 1-lb. cartons | 22 |
| Country style sausage, fresh in link | 18 1/2 |
| Country style sausage, fresh in bulk | 16 |
| Country style pork sausage, smoked | 21 |
| Frankfurts in sheep casings | 19 |
| Frankfurts in hog casings | 18 |
| Bologna in beef bungs, choice | 15 |
| Bologna in cloth, paraffined, choice | 17 |
| Bologna in beef middles, choice | 17 |
| Liver sausage in hog bungs | 14 |
| Smoked liver sausage in hog bungs | 14 |
| Liver sausage in beef rounds | 14 |
| Head cheese | 17 |
| New England luncheon specialty | 22 |
| Mincemeat luncheon specialty, choice | 17 |
| Tongue sausage | 14 |
| Blood sausage | 14 |
| Souse | 14 |
| Polish sausage | 17 |

DRY SAUSAGE.

| | |
|-------------------------------------|----|
| Cervelat, choice, in hog bungs | 46 |
| Thuringer Cervelat | 21 |
| Farmer | 31 |
| Holsteiner | 29 |
| B. C. Salami, choice | 45 |
| Milano Salami, choice, in hog bungs | 39 |
| B. C. Salami, new condition | 21 |
| Frisez, choice, in hog middles | 37 |
| Genoa style Salami | 49 |
| Pepperoni | 34 |
| Mortadella, new condition | 21 |
| Capicolla | 50 |
| Italian style hams | 37 |
| Virginia hams | 45 |

SAUSAGE IN OIL.

| | |
|--|------|
| Bologna style sausage in beef rounds | 5.50 |
| Small tins, 2 to crate | 5.50 |
| Large tins, 1 to crate | 6.50 |
| Frankfurt style sausage in sheep casings | 6.75 |
| Small tins, 2 to crate | 6.75 |
| Large tins, 1 to crate | 7.75 |
| Frankfurt style sausage in hog casings | 6.25 |
| Small tins, 2 to crate | 6.25 |
| Large tins, 1 to crate | 7.25 |
| Smoked link sausage in hog casings | 5.75 |
| Small tins, 2 to crate | 5.75 |
| Large tins, 1 to crate | 6.75 |

SAUSAGE MATERIALS.

| | |
|--------------------------------------|-------------|
| Regular pork trimmings | 6 @ 6 1/2 |
| Special lean pork trimmings | 10 1/2 @ 11 |
| Extra lean pork trimmings | 12 @ 12 1/2 |
| Pork cheek meat | 5 @ 5 1/2 |
| Pork hearts | 3 1/2 @ 4 |
| Native boneless bull meat (heavy) | 9 |
| Boneless chuck | 7 1/2 |
| Shank meat | 7 1/2 |
| Beef trimmings | 7 1/2 |
| Beef hearts | 8 |
| Beef cheeks (trimmed) | 4 1/2 |
| Dressed canners, 350 lbs. and up | 6 1/2 |
| Dressed center cows, 400 lbs. and up | 6 1/2 |
| Dr. bologna bulls, 600 lbs. and up | 6 1/2 |
| Beef tripe | 8 |
| Pork tongues, canner trimmed S. P. | 15 1/2 @ 16 |

SAUSAGE CASINGS.

(F. O. B. CHICAGO)

| | |
|--|------------|
| (Wholesale lots. Usual advances for smaller quantities.) | |
| Beef casings: | |
| Domestic rounds, 180 pack | 21 |
| Domestic rounds, 140 pack | 27 |
| Export rounds, wide | 45 |
| Export rounds, medium | 26 |
| Export rounds, narrow | 33 |
| No. 1 weasands | 12 |
| No. 2 weasands | .07 |
| No. 1 bungs | 18 |
| No. 2 bungs | 12 |
| Middles, regular | .65 |
| Middles, selected wide | 2.00 |
| Dried bladders: | |
| 12-15 in. wide, flat | 1.70 |
| 10-12 in. wide, flat | 1.45 |
| 8-10 in. wide, flat | .70 |
| 6-8 in. wide, flat | .55 |
| Hog casings: | |
| Narrow, per 100 yds. | 2.75 |
| Narrow, special, per 100 yds. | 2.25 |
| Medium, regular, per 100 yds. | .90 @ 1.00 |
| Wide, per 100 yds. | .70 |
| Extra wide, per 100 yds. | .75 |
| Export bungs | .19 |
| Large prime bungs | .21 |
| Medium prime bungs | .12 |
| Small prime bungs | .03 |
| Middles, per set | .20 |
| Stomachcs | .08 |
| Regular tripe, 200-lb. bbl. | \$13.00 |
| Honeycomb tripe, 200-lb. bbl. | 20.00 |
| Pocket honeycomb tripe, 200-lb. bbl. | 21.00 |
| Pork feet, 200-lb. bbl. | 16.50 |
| Pork tongues, 200-lb. bbl. | 72.00 |
| Lamb tongues, long cut, 200-lb. bbl. | 40.00 |
| Lamb tongues, short cut, 200-lb. bbl. | 50.00 |

VINEGAR PICKLED PRODUCTS.

| | |
|---------------------------------------|---------|
| Regular tripe, 200-lb. bbl. | \$13.00 |
| Honeycomb tripe, 200-lb. bbl. | 20.00 |
| Pocket honeycomb tripe, 200-lb. bbl. | 21.00 |
| Pork feet, 200-lb. bbl. | 16.50 |
| Pork tongues, 200-lb. bbl. | 72.00 |
| Lamb tongues, long cut, 200-lb. bbl. | 40.00 |
| Lamb tongues, short cut, 200-lb. bbl. | 50.00 |

DRY SALT MEATS.

| | |
|---------------------------|--------|
| Extra short clears | 10 1/4 |
| Short clear middles | 11 1/2 |
| Clear bellies, 18@20 lbs. | 11 1/2 |
| Clear bellies, 14@16 lbs. | 12 |
| Rib bellies, 20@25 lbs. | 11 1/2 |
| Fat backs, 10@12 lbs. | 11 1/2 |
| Fat backs, 14@16 lbs. | 12 |
| Regular plates | 7 1/2 |
| Butts | 7 |

WHOLESALE SMOKED MEATS.

| | |
|--|--------|
| Fancy reg. hams, 14@16 lbs. | 20 |
| Fancy skd. hams, 14@16 lbs. | 21 1/2 |
| Standard reg. hams, 14@16 lbs. | 21 1/2 |
| Picanas, 4@8 lbs. | 16 |
| Fancy bacon, 6@8 lbs. | 22 |
| Standard bacon, 8@8 lbs. | 23 |
| No. 1 ham sets, smoked—limed, 8@12 lbs. | 41 |
| Outliers, 5@9 lbs. | 35 |
| Knuckles, 5@9 lbs. | 35 |
| Cooked hams, choice, skin on, fatted... | 31 |
| Cooked hams, choice, skinless, fatted... | 33 |
| Cooked picnics, skin on, fatted... | 20 |
| Cooked picnics, skinned, fatted... | 21 |
| Cooked loin roll, smoked... | 22 |

BARRELED PORK AND BEEF.

| | |
|-----------------------------------|-------|
| Mess pork, regular | 23.00 |
| Family back pork, 24 to 34 pieces | 24.00 |
| Family back pork, 35 to 45 pieces | 24.00 |
| Clear back pork, 40 to 50 pieces | 24.50 |
| Clear plate pork, 25 to 35 pieces | 24.50 |
| Brisket pork | 24.00 |
| Beef pork | 24.00 |
| Plate beef | 24.00 |
| Extra plate beef, 200 lb. bbls. | 24.00 |

COOPERAGE.

| | |
|------------------------------------|------|
| Ash pork barrels, black iron hoops | 1.45 |
| Ash pork barrels, black iron hoops | 1.60 |
| Ash pork barrels, galv. iron hoops | 1.65 |
| White oak barrel, 100 lbs. | 2.50 |
| Red oak lard tierces | 2.00 |
| White oak lard tierces | 2.20 |

OLEOMARGARINE.

| | |
|--|----------|
| Highest grade natural color animal fat margarine in 1-lb. cartons, rolls or tubs | 1.47 1/2 |
| White animal fat margarine in 1-lb. cartons, rolls or tubs, f.o.b. Chicago | 1.60 |
| White animal fat margarine in 1-lb. cartons, rolls or tubs, f.o.b. Chicago | 1.67 1/2 |
| Nut. 1-lb. cartons, f.o.b. Chicago | 1.4 |
| (30 and 60-lb. solid packed tubs, ic per lb. less.) | 1.4 |
| Pastry, 60-lb. tubs, f.o.b. Chicago | 1.18 |

Pastry weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

ANIMAL OILS.

| | |
| --- | --- |
| Prime edible lard oil | 11 1/4 |

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Retail Section

Good Store Lighting Attracts Customers and Increases Sales

Good illumination in the meat store will attract customers and increase sales.

Other things being equal, the meat store with windows, interior and showcases properly illuminated will attract more business than one not up-to-date in this respect.

Considering the small investment necessary to make a store's lighting system modern, it is surprising how many meat retailers have neglected this business-getting feature.

A lighting system that keeps part of the store interior in deep shadows, or that does not show up the products on display at their true values, has no place in the up-to-date shop.

In the following article, written by an expert on retail store lighting, there are given hints of considerable value to the retail meat dealer who wants to bring his store-lighting methods up to the standard required by modern retail merchandising practice.

Lighting the Meat Market

By Alfred Paulus, Commercial Engineering Dept., Westinghouse Lamp Co.*

People are naturally attracted by light. Realizing this fact, merchants in every phase of retail selling are learning to use light more as a means of enhancing the appearance of their merchandise, thereby improving sales possibilities. Although many meat merchants today are using higher intensity lighting in their shops, few follow the more recent practice of using color in show window installations.

During its growth as a merchandising medium, many reports have shown how artificial lighting actually increases sales. A clothing store in Chicago installed high intensity lighting in one of five of its show windows and found 478 people were attracted, while the remaining four windows attracted only 70. In a metropolitan restaurant, improved show window lighting increased the number of pedestrians stopping from 21 to 52 per cent.

The resultant clean and sanitary appearance in the meat market has probably induced many meat merchants to adopt good lighting. Fundamentally, however, artificial lighting can be employed in numerous ways to increase

*Talk before the New York State Retail Meat Dealers' Association.

sales in meat shops. It advertises the location of the shop, improves the appearance of meats on display in the window, lights refrigerator display cases inside the shop, and makes the store interior a cheerful shopping area.

Advertising with Artificial Light.

One of the cheapest and most effective mediums for advertising with light is the electric sign. Attached to the front of the shop where it is in full view from either direction on the street, it acts as a landmark, identifying the shop in the community. It should be erected so that it is plainly visible to the greatest majority of potential customers. With a trade mark incorporated in the design of the sign, the merchant can tie it in with newspaper advertising.

Once the electrical sign has directed potential purchasers to the shop front, their decision to enter depends a great deal upon the outside appearance, which in turn is largely dependent upon the show window lighting. Show windows should be lighted to attract the attention of potential customers in the constant stream of pedestrians passing

by or the every-day visitors to the community shopping center, and induce them to view displays of meat products.

The show window is really an advertising medium, because it creates a desire to buy in the minds of window observers. A large chain store system today places an advertising value on show window space equal to 70 per cent of the store rental cost. It is realized that the number of people attracted to their stores, resulting in successful sales, is due largely to the attractive power of the show window displays.

Well Lighted Store Attracts Customers.

When stores in various retail fields began to report the success of window lighting, correctly arranged to emphasize the merchandise on display, other stores began to adopt similar methods. It may seem strange that so essential a product as meat can be merchandised, but such a practice is advisable in this age when every merchant is fighting for his share of the customer's dollar. Merchandising with light or other means does not create a false impression; it simplifies buying for the customer.

Interior illumination of the meat market should not be designed only for utility purposes—permitting ease of



GOOD LIGHTING INCREASES SALES APPEAL OF PRODUCTS DISPLAYED

The intensity of lighting in the showcase should be higher than that of the general store illumination if the products on display are to stand out prominently and at their true values. Twenty-five watt lamps on 12 in. centers installed in reflectors outside the case will give good results.

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movement for customers—but should primarily make the shop the bright spot in the block. The brightly lighted store is unquestionably a self-attraction, especially if it appears brighter in comparison to neighboring stores. When a customer sees a meat shop well-lighted, he naturally receives an impression of cleanliness.

An atmosphere of cleanliness is a vital factor in the merchandising of food products today. Extensive magazine advertising and the practice of chain store systems to install good lighting in their stores has made the buying public conscious of cleanliness in the purchase of food supplies. Therefore, meat markets must possess good lighting. Well-lighted stores also provide a cheerful atmosphere, an aid to placing prospective customers in a buying mood. Good lighting facilitates the actual mechanics of making a sale by simplifying the selection of products and improving the efficiency of sales clerks.

Attractive Displays Create Sales.

For the meat shop of average size, opal glass enclosing globes provide good illumination. This type of unit entirely encloses the lamp with a diffusing glass that softens the light and provides even illumination. The enclosing feature makes these units dust proof, a factor which helps to maintain high efficiency, for accumulated dirt reduces the effective illumination on the counters.

Satisfactory illumination in the meat shop can be provided with 200 or 300 watt Mazda lamps mounted about 10 ft. above the floor and spaced on 10-ft. centers. A store more than 15 ft. in width should install two rows of lighting fixtures in order to produce an even distribution of light. A single row of units produces suitable lighting in the narrow store.

To derive full merchandising value from interior lighting the units should be arranged in rows that run directly above the display cases. Thus the light is directed to the point of sale, making the products appear their best when brought before the prospective purchaser.

Representing interior show windows, the display cases are the silent salesmen of the meat shop. They make visual suggestions to the customer and assist him in making a selection. Goods displayed attractively in the show window create a desire to buy; goods well displayed in the showcases further this desire. Sometimes a dubious customer is "sold" once he sees the appetizing appearance of the meat products in the display case.

Colored Lighting a Sales Aid.

The intensity of lighting in the showcase must be higher than that of the general illumination in the shop, if the display is to stand out in contrast to the surrounding interior. Display case lighting can be supplied with individual show case reflectors or continuous trough lighting. Generally the trough type is more compact and, therefore, becomes less conspicuous when in-

stalled outside a refrigerated show case. Also, if the reflectors are placed outside the case they reduce the dissipation of heat inside and hence reduce the refrigeration required. They should burn 25-watt T-6½ and T-10 bulb Mazda lamps on 12-in. centers. Individual reflectors should burn 25 watt Mazda lamps on 12-in. centers.

Before installing artificial lighting as a means of merchandising meat products, merchants should avail themselves of the technical information necessary to obtain correct lighting. If color is to be used, for example, care must be exercised in order to obtain proper appearance. Primarily, high intensity lighting in the store and show windows should be installed; to increase merchandising methods, then, color should be added. It makes the color of meat products more vivid and more appetizing.

NEWS OF THE RETAILERS.

Kilpatrick & Son have engaged in the meat and grocery business at Chico, Cal.

Hardy Brothers are now engaged in the meat business on the corner of Main and Rodd sts., Midland, Mich.

The Hamay Brothers grocery store and meat market at 4423 N. Saginaw st., Flint, Mich., has been reopened.

The Corvallis Meat Co., Corvallis, Ore., has been incorporated with a capital stock of \$5,000.

W. S. Greenen has purchased the Robinson & Shearer Market, 7203 50th ave., Portland, Ore.

Dunn's Market, 614 Simpson ave., Hoquiam, Wash., is adding a grocery department.

John Plesha has purchased a half interest in the Public Market, Roslyn, Wash., from B. F. Rachke.

P. J. Sherritt and L. H. Kirby will engage in the meat business in the Security Public Market, Seattle, Wash.

The Rasmussen Market has been moved to its new quarters in the C. L. Allen building, Trenton, Neb.

Norbery Frohnapple has opened a meat market at Marsland, Neb.

Henry Brehm, Edgar, Neb., has sold his meat market to C. G. Cottle.

The meat market of Wm. Kroeter, Shiocton, Wis., has been destroyed by fire.

Bridge and Baldwin recently opened a meat market at Decorah, Ia.

Olsen and Holverson have purchased the City Meat Market, Eldora, Ia.

W. F. Dohn, Beulah, N. Dak., has sold his meat market to Emil Zeiszler.

J. J. Dullum opened a meat market at Brainerd, Minn.

A. O. Schramm, Pierce, Neb., has sold his meat market to W. H. Dreyer.

H. J. Pennington, Tecumseh, Neb., has sold a half interest in his meat market to I. E. Frederick.

Burt and Seyler opened a meat market at Swea City, Ia.

A. R. Walters will open the Boulevard Market at 309 Orchard Lake ave., Pontiac, Mich. Groceries, meats, fruits and vegetables will be handled.

Hoffman and Son opened a meat market at Coteau, N. Dak.

Walter Hendrickson is opening a new meat market at Evansville, Wis.

**Tell This to
Your Customers**

Under this heading will appear information which should be of value to meat retailers in educating their customers and building up trade. Cut it out and use it.

VEAL FRANCOIS.

Here is a different way to prepare veal. Customers who are looking for out-of-the-ordinary meat dishes will appreciate it.

Pound as many veal chops as there are persons to be served, making sure that the fibers of the meat are well broken. Season with salt and pepper, dip in beaten egg, then in fine cracker crumbs and saute in hot fat until brown.

Remove to back of stove and cook very slowly until tender, adding just the smallest amount of water to make steam. Just before serving make a sauce of the following ingredients:

Four tablespoons of grated horseradish, 1 teaspoon of lemon juice, 1 tablespoon of vinegar, 1 teaspoon of salt, $\frac{1}{4}$ teaspoon of onion juice, 1 teaspoon of sweet butter, 1 cup of whipped cream.

Cream the butter together with other ingredients and fold in whipped cream. Pour over veal and serve.

CATTLE AND HOG PRICES DOWN.

General level of prices of farm products at the farm reached new low levels on February 15, according to a U. S. Department of Agriculture report, which shows that prices on that date were 90 per cent of the pre-war level, as compared with 94 per cent on January 15 this year, and 131 on February 15, 1930.

The farm price of hogs on February 15 was approximately 6 per cent lower than on January 15, 28 per cent lower than the price on February 15, 1930, and the lowest price reported since July, 1924. The farm price failed to show the usual upward seasonal trend from January 15 to February 15, owing to relatively large increases in marketings of live hogs and in storage holdings of pork and lard, while the export movement of pork products and the rate of domestic consumption remained at a low level.

Average farm price of beef cattle declined about 6 per cent from January 15 to February 15 as a result of an increase in market receipts, a continued decline in the demand for beef and a drop in prices of hides. At \$6.03 per hundredweight on the latter date, the farm price was approximately 31 per cent lower than a year earlier and the lowest price recorded since February, 1925. Receipts of cattle at 7 primary markets in the 4-week period ended February 14 were 2 per cent larger than in the preceding 4 weeks and only slightly smaller than in the corresponding period of last year.

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New York Section

AMONG RETAIL MEAT DEALERS.

Numerous reports on current and important topics were discussed at the postponed meeting of the Bronx Branch on Wednesday evening of last week. These resulted in constructive plans being made and committees appointed. A committee, F. Wehnes, F. Ruggerio and F. Hirsch, was appointed to investigate buildings with a view to establishing a club house for the Bronx Branch. Another report was to the effect that 26 sabbath violators had been fined five and ten dollars. Contracts with several ice concerns are now being made for the members. It was decided that the Bronx Branch would hold its own banquet and ball in the early part of 1932. A hall committee of Sam Bleicher, Fred Hirsch, F. Feiderlein, F. Ruggerio and F. Wehnes was appointed. Fred Hirsch was appointed to represent the Bronx Branch at the meetings of the Meat Council. It was decided to have a membership drive. Speakers at the

meeting were Aaron Kaufman, attorney of the state association, who spoke on the consent decree and organization; Mr. Gibbons, who spoke on chain store competition and taxes, and Ben Strauss who spoke on sabbath violators.

A report of the Board of Directors was the principal feature of the meeting of the South Brooklyn Branch on Tuesday evening of this week. Special attention was called to the interbranch meeting to be held in the South Brooklyn club house on April 21. A committee of which William Jacoby is chairman was appointed to study the cooperative buying and advertising plan. The committee for the ladies' night reported fine talent had been secured and an excellent dinner planned for March 17.

A lamb cutting demonstration and a talk on cooperative advertising were the high lights at the well attended meeting of the Brooklyn Branch on Thursday evening of last week. The

demonstration consisted of cutting up a lamb and actual figures being tabulated. J. F. Pendleton, a member, was at the board. The visitor who spoke on cooperative advertising was state business manager Edwin Williams. Plans are under way for a ladies' night to be held in the near future.

The regular meeting of the board of directors of Ye Olde New York Branch was held on Tuesday, Mar. 3. In addition to routine matters, plans were discussed for the next membership meeting to be held on Mar. 24 at which time the conference class talk will be on "Best methods for meeting competition and loss of meat sales to chain stores."

The Charles Schucks had a double celebration on February 27. The occasion was the birthday of Mr. Schuck, who is a member of Washington Heights Branch and treasurer of the State Association. It was also the wedding anniversary of Mr. and Mrs. Schuck's daughter.

Mrs. Charles Hembdt, corresponding secretary of the Ladies' Auxiliary, was tendered a surprise birthday party on last Monday by Mrs. George Anselm, Mrs. F. P. Burck, Mrs. A. Di Matteo, Mrs. A. Werner, Jr., Mrs. George Gottschalk and Miss M. B. Phillips.

Joseph Eschelbacher of Ye Olde New York Branch and Mrs. Eschelbacher celebrated the thirtieth anniversary of their wedding on February 24.

L. O. Washington, business manager of Ye Olde New York Branch, celebrated a birthday on February 27.

The Bronx Butcher Bowlers are offering a challenge to any five retail meat dealers for a purse.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Mar. 5, 1931:

| FRESH BEEF: | CHICAGO. | BOSTON. | NEW YORK. | PHILA. |
|-----------------------------------|---------------|-------------|---------------|-------------|
| STEERS (1): | | | | |
| Yearling (300-550 lbs.): | | | | |
| Choice | \$15.00@17.00 | ..... | \$16.00@17.50 | ..... |
| Good | 13.00@15.00 | ..... | 14.00@16.00 | ..... |
| Medium | 12.00@13.00 | ..... | ..... | ..... |
| STEERS (550-700 lbs.): | | | | |
| Choice | 14.00@17.00 | ..... | 15.00@17.00 | 16.00@18.00 |
| Good | 12.50@14.00 | ..... | 14.00@15.00 | 14.00@15.50 |
| STEERS (700 lbs. up): | | | | |
| Choice | 14.00@16.50 | 18.00@17.00 | 15.00@17.00 | 16.00@17.00 |
| Good | 12.50@14.00 | 14.50@16.00 | 14.00@15.00 | 14.00@15.50 |
| STEERS (500 lbs. up): | | | | |
| Medium | 11.00@12.50 | 12.50@14.00 | 12.00@13.00 | 11.00@13.00 |
| Common | 10.00@11.00 | 11.50@12.50 | ..... | ..... |
| COWS: | | | | |
| Good | 10.00@11.00 | 10.50@11.00 | 10.00@12.00 | 11.00@12.00 |
| Medium | 9.00@10.00 | 9.50@10.50 | 9.00@10.00 | 10.00@11.00 |
| Common | 8.50@ 9.00 | 9.00@ 9.50 | 8.50@ 9.00 | 9.00@10.00 |
| FRESH VEAL AND CALF CARCASSES: | | | | |
| VEAL (2): | | | | |
| Choice | 13.00@15.00 | 15.00@17.00 | 14.00@16.00 | 15.00@16.00 |
| Good | 11.00@13.00 | 13.00@15.00 | 13.00@14.00 | 14.00@15.00 |
| Medium | 9.00@11.00 | 11.00@13.00 | 11.00@13.00 | 11.00@13.00 |
| Common | 8.00@ 9.00 | 9.00@11.00 | 9.00@11.00 | 9.00@11.00 |
| CALF (2) (3): | | | | |
| Choice | 10.00@12.00 | ..... | 10.00@12.00 | ..... |
| Good | 9.00@10.00 | 12.00@13.00 | 9.00@10.00 | ..... |
| Medium | 8.00@ 9.00 | 10.00@12.00 | 9.00@10.00 | ..... |
| Common | 7.00@ 8.00 | 9.00@10.00 | 8.00@ 9.00 | ..... |
| FRESH LAMB AND MUTTON: | | | | |
| LAMB (35 lbs. down): | | | | |
| Choice | 18.00@19.50 | 18.00@19.00 | 19.00@20.00 | 19.00@20.00 |
| Good | 17.50@18.50 | 17.00@18.00 | 18.00@19.00 | 18.00@19.00 |
| Medium | 16.00@17.50 | 15.00@17.00 | 18.00@19.00 | 15.00@17.00 |
| Common | 14.00@16.00 | 14.00@15.00 | 17.00@19.00 | ..... |
| LAMB (35-45 lbs.): | | | | |
| Choice | 17.00@18.00 | 17.50@19.00 | 18.00@19.00 | 18.00@19.00 |
| Good | 16.00@17.00 | 16.50@18.00 | 18.00@19.00 | 17.00@18.00 |
| Medium | 16.00@17.00 | 15.00@16.50 | 17.00@19.00 | 15.00@17.00 |
| Common | 14.00@16.00 | 14.00@15.00 | 17.00@18.00 | ..... |
| LAMB (46-55 lbs.): | | | | |
| Choice | 15.50@16.50 | 16.00@17.00 | 17.00@18.00 | 16.00@17.00 |
| Good | 13.50@15.50 | 15.00@16.00 | 18.00@17.00 | 15.00@16.00 |
| MUTTON (Ewe) 70 lbs. down: | | | | |
| Good | 8.00@10.00 | 10.00@11.00 | 9.50@12.00 | 11.00@12.00 |
| Medium | 7.00@ 8.00 | 8.00@10.00 | 8.00@10.00 | 9.00@11.00 |
| Common | 6.00@ 7.00 | 7.00@ 8.00 | 7.00@ 8.00 | 8.00@ 9.00 |
| FRESH PORK CUTS: | | | | |
| LOINS: | | | | |
| 8-10 lbs. av. | 16.00@17.00 | 15.00@16.00 | 16.00@18.00 | 15.00@16.00 |
| 10-12 lbs. av. | 15.00@16.00 | 14.50@15.50 | 15.00@17.00 | 14.50@15.50 |
| 12-15 lbs. av. | 14.00@15.00 | 13.50@14.50 | 14.00@15.00 | 14.00@14.50 |
| 16-22 lbs. av. | 13.00@14.00 | 12.50@13.50 | 13.00@14.00 | 13.00@14.00 |
| SHOULDERES, N. Y. Style, Skinned: | | | | |
| 8-12 lbs. av. | 10.00@12.00 | ..... | 11.50@13.50 | 11.00@13.00 |
| PICNICS: | | | | |
| 6-8 lbs. av. .... | ..... | 10.00@11.00 | ..... | 10.00@11.00 |
| BUTTS, Boston Style: | | | | |
| 4-8 lbs. av. | 13.00@15.00 | ..... | 13.50@15.00 | 13.00@14.50 |
| SPARE RIBS: | | | | |
| Half Sheets | 9.00@10.00 | ..... | ..... | ..... |
| TRIMMINGS: | | | | |
| Regular | 6.00@ 6.50 | ..... | ..... | ..... |
| Lean | 11.00@13.00 | ..... | ..... | ..... |

(1) Choice grade heifer yearling beef, 450 lbs. down—Chicago \$18.00@15.50; New York \$18.00@15.00. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended Feb. 28, 1931, with comparisons:

| Week ended | Prev. week |
|------------------------------|------------|
| West. dresd. meats: Feb. 28. | 1,800 |
| Steers, carcasses | 6,825 |
| Cows, carcasses | 878 |
| Bulls, carcasses | 262 |
| Veals, carcasses | 12,460 |
| Lambs, carcasses | 25,572 |
| Mutton, carcasses | 2,240 |
| Beef cuts, lbs. | 210,461 |
| Pork, lbs. | 2,641,829 |

Local slaughters:

| | |
|--------------|--------|
| Cattle | 8,175 |
| Calves | 13,946 |
| Hogs | 44,807 |
| Sheep | 69,024 |

MEAT IMPORTS AT NEW YORK.

Imports of meats and products at New York, week ended Feb. 28, 1931:

| Point of origin. | Commodity. | Amount. |
|--------------------------------------|--------------|---------|
| Argentina—Beef extract | 1,000 lbs. | |
| Bulgaria—Canned beef | 144,000 lbs. | |
| Burma—Jerked beef | 6,000 lbs. | |
| Canada—Sausage | 4,223 lbs. | |
| Canada—Smoked pork | 15,033 lbs. | |
| Canada—Cured ham | 9,000 lbs. | |
| Canada—Fresh pork tenderloins | 3,014 lbs. | |
| Canada—Meat products | 656 lbs. | |
| Czechoslovakia—Hams in tins | 888 lbs. | |
| France—Goose livers | 122 lbs. | |
| Germany—Sausage | 5,704 lbs. | |
| Germany—Sausage in tins | 1,188 lbs. | |
| Germany—Rolled hams | 1,349 lbs. | |
| Germany—Gravy cubes | 12,960 lbs. | |
| Hungary—Salami | 600 lbs. | |
| Hungary—Pork sausage and bacon | 266 lbs. | |
| Ireland—Smoked pork | 8,563 lbs. | |
| Italy—Sausage | 8,161 lbs. | |
| Italy—Tongue | 36 lbs. | |
| Switzerland—Bouillon cubes | 2,712 lbs. | |
| Switzerland—Soup tablets | 5,727 lbs. | |

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NEW YORK NEWS NOTES.

W. C. Potter, margarine department, Swift & Company, Chicago, spent several days during the past week at the Jersey City plant.

H. G. Coldsnow, sheep buying department, Swift & Company, Kansas City, visited New York for several days during the past week.

Joseph H. Heinemann of F. Cooper Rogers, New York office, has been confined to his home for the past week with a severe attack of neuralgia.

R. C. Clark, engineering department, Armour and Company, Chicago, spent a few days at the plant of the New York Butchers Dressed Meat Company last week.

Miss Florence Drummond, of the F. C. Cooper staff, is well on the road to recovery following her recent operation, and is now recuperating at Upper Montclair, N. J.

Jay E. Decker of Mason City, Ia., and A. D. Loeffler of Washington, D. C., were in New York during the past week to attend the annual meeting of Adolf Gobel, Inc., on Mar. 4.

President Thomas E. Wilson and C. R. Hood, vice-president in charge of beef and small stock department, Wilson & Co., Chicago, visited New York for a few days during the past week.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended Feb. 28, 1931, was as follows: Meat—Brooklyn, 425 lbs.; Manhattan, 577 lbs.; Queens, 354 lbs.; total, 1,356 lbs. Fish—Manhattan, 163 lbs. Poultry and Game—Manhattan, 1,903 lbs.

Milk consumption in the New York Metropolitan area is lower than last year and in view of this curtailment, the New York Food Marketing Research Council has chosen "The Consumption of Milk in the Metropolitan New York Area" for the open forum discussion at the quarterly meeting to be held on Mar. 20. The speakers and place of meeting will be announced at a later date.

A new wheat market, dealing exclusively in Canadian wheat, has been opened by the New York Produce Exchange. It was estimated that at the close of the first day of trading nearly 1,000,000 bushels had changed hands. The opening of the new mart was preceded by a formal ceremony presided over by president H. L. Bodman of the exchange. For the present, trading will be confined to futures contracts in Canadian wheat in bond, basis Buffalo delivery.

A. C. Wicke Mfg. Co.

Complete Market Equipment



NEW YORK CITY

Main Office and Factory: 406 East 102nd St.

Salesrooms:
425-435 E. 102nd St.

Phone Atwater 0880 for all
Branches

Bronx Branch:
729 Brook Ave.

TRADE GLEANINGS

Elliott & Co., Duluth, Minn., meat packers, plan to open a branch house in Virginia, Minn.

The slaughter house of John Bose, Beach City, O., was damaged by fire to the extent of \$15,000.

The capital stock of the Manhattan Provision Co., New York City, has been increased from \$250,000 to \$350,000.

The new \$100,000 unit of the Acme Packing & Provision Co., Inc., Seattle, Wash., was recently placed in operation.

The Fort Smith Packing Co., Fort Smith, Ark., will incorporate under Arkansas state laws, with a capital stock of \$100,000.

Establishment of a meat packing plant at Colby, Kans., is planned by Louis H. Kimmel, former president of the Kaw Packing Co., Topeka, Kans., according to report.

The new \$100,000 meat packing plant of W. H. Bristol, Clarkston, Wash., began operations recently. It is an all-concrete structure, and replaces the one destroyed by fire early in 1930.

At a recent meeting of the board of directors of the Cambria Packing Co., Jackson, O., Luther M. Jones, vice-president, resigned his office and disposed of his stock, which was purchased by the directors for the company.

SYLPHRAP REDUCES PRICES.

The Sylvania Industrial Corporation, with headquarters at 122 E. 42nd st.,

New York, and plant at Fredericksburg, Va., announces reductions in the price of Sylphrap (transparent wrapping) effective as of March 2, ranging from $\frac{1}{2}$ cents to $\frac{1}{2}$ cent per 1000 sq. in.; and in rolls reduced by from 5 to 10 cents per pound. The new plant at Fredericksburg, Va., which began operations last May, is now in full production.

PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended February 28, 1931:

| | Week ended | Prev. week, | Cor. |
|--------------------|------------|-------------|---------|
| | Feb. 28. | week. | week. |
| West. drsd. meats: | | | |
| Steers, carcasses | 2,387 | 2,526 | 1,963 |
| Cows, carcasses | 793 | 740 | 945 |
| Bulls, carcasses | 201 | 209 | 200 |
| Veals, carcasses | 1,700 | 1,649 | 1,753 |
| Lambs, carcasses | 13,711 | 12,506 | 12,065 |
| Mutton, carcasses | 1,080 | 1,067 | 1,624 |
| Pork, lbs. | 584,577 | 606,404 | 494,672 |
| Local slaughters: | | | |
| Cattle | 1,316 | 1,488 | 1,315 |
| Calves | 2,522 | 2,285 | 1,502 |
| Hogs | 15,904 | 16,842 | 15,573 |
| Sheep | 4,704 | 5,428 | 3,810 |

BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston for the week ended February 28, 1931, with comparisons:

| | Week ended | Prev. week, | Cor. |
|--------------------|------------|-------------|---------|
| | Feb. 28. | week. | week. |
| West. drsd. meats: | | | |
| Steers, carcasses | 2,402 | 2,529 | 2,065 |
| Cows, carcasses | 1,640 | 1,700 | 1,742 |
| Bulls, carcasses | 45 | 46 | 34 |
| Veals, carcasses | 1,646 | 1,329 | 1,631 |
| Lambs, carcasses | 19,442 | 19,738 | 20,051 |
| Mutton, carcasses | 606 | 765 | 821 |
| Pork, lbs. | 558,463 | 661,611 | 617,378 |

GUGGENHEIM BROS.

PACKERS & EXPORTERS

DRESSED BEEF

U. S. YARDS

Beef Cuts, Sausage Meats, Offals, Beef Hams, Dried Beef, Barrel Beef, Beef Casings

PLIES.
sed meats
ederal in-
eek ended
sions:

On.
week.
100.
706 7,29
625 24 1,32
78 100
633 11,49
133 27,115
633 8,82
403 264,18
173 2,221,31

888 7,87
101 15,32
558 51,82
666 58,36

V YORK
products at
28, 1931:

Amount.
1,000 lbs.
144,000 lbs.
6,000 lbs.
450 lbs.
15,000 lbs.
9,000 lbs.
2,014 lbs.
655 lbs.
550 lbs.
122 lbs.
8,734 lbs.
1,181 lbs.
1,249 lbs.
12,960 lbs.
600 lbs.
300 lbs.
8,555 lbs.
3,161 lbs.
26 lbs.
2,918 lbs.
8,727 lbs.

March 7, 1931.

NEW YORK MARKET PRICES

LIVE CATTLE.

| | | |
|------------------------|----------|------|
| Steers, medium | \$ 7.25@ | 8.00 |
| Cows, common to medium | 3.25@ | 4.75 |
| Bulls, cutter, medium | 3.50@ | 5.00 |

LIVE CALVES.

| | | |
|-------------------------|----------|-------|
| Weavers, good to choice | \$ 8.50@ | 11.00 |
| Weavers, medium | 6.00@ | 8.50 |

LIVE SHEEP AND LAMBS.

| | | |
|-----------------------|----------|------|
| Lambs, good to choice | \$ 8.25@ | 9.50 |
| Lambs, medium | 7.00@ | 8.25 |
| Lambs, common | 6.00@ | 7.00 |

LIVE HOGS.

| | | |
|--------------------|----------|------|
| Hogs, 120-200 lbs. | \$ @ | 8.00 |
| Hogs, medium | 6 @ | 8.00 |
| Hogs, 120 lbs. | 7.85 | |
| Roughs | 6 @ 6.75 | |

DRESSED HOGS.

| | | |
|-------------------|-------|-------|
| Hogs, heavy | \$ @ | 13.00 |
| Hogs, 180 lbs. | 13.25 | |
| Pigs, 80 lbs. | 13.25 | |
| Pigs, 50-140 lbs. | 13.25 | |

DRESSED BEEF.

| | | |
|------------------------|-----|-----|
| Choice, native heavy | .18 | @20 |
| Choice, native light | .19 | @21 |
| Native, common to fair | .16 | @18 |

WESTERN DRESSED BEEF.

| | | |
|---------------------------------------|-----|-----|
| Native steers, 600@800 lbs. | .17 | @19 |
| Native choice yearlings, 400@600 lbs. | .17 | @20 |
| Good to choice heifers | .14 | @18 |
| Good to choice cows | .10 | @12 |
| Common to fair cows | .8 | @10 |
| Fresh bologna steaks | .8 | @9 |

BEEF CUTS.

| | Western. | City. |
|----------------------------|----------|-----------|
| No. 1 ribs | 24 @26 | 25 @28 |
| No. 2 ribs | 21 @23 | 22 @24 |
| No. 3 ribs | 18 @20 | 18 @21 |
| No. 1 loins | 30 @23 | 34 @24 |
| No. 2 loins | 27 @23 | 32 @24 |
| No. 3 loins | 22 @25 | 28 @26 |
| No. 1 hinds and ribs | 20 @25 | 20 @28 |
| No. 2 hinds and ribs | 17 @20 | 18 @23 |
| No. 3 hinds and ribs | 15 @16 | 15 @17 |
| No. 1 rounds | 15 @16 | 14 @16 |
| No. 2 rounds | 14 @15 | 13 @15 |
| No. 3 rounds | 13 @14 | 12 @14 |
| No. 1 chuck | 15 @16 | 14 @16 |
| No. 2 chuck | 13 @14 | 12 @13 |
| No. 3 chuck | 11 @12 | 10 @11 |
| Bolognias | 8 @9 | 8 1/2 @10 |
| Rolls, reg., 6@8 lbs. avg. | 22 | 23 |
| Rolls, reg., 4@6 lbs. avg. | 17 | 18 |
| Tenderloins, 4@6 lbs. avg. | 10 | 12 |
| Tenderloins, 5@6 lbs. avg. | 15 | 17 |
| Shoulder clods | 10 @11 | |

DRESSED VEAL AND CALVES.

| | | |
|-----------------------|-----|-----|
| Prime veals | .23 | @25 |
| Good to choice veal | .19 | @22 |
| Med. to common veal | .13 | @16 |
| Good calves | .14 | @16 |
| Med. to common calves | .12 | @14 |

DRESSED SHEEP AND LAMBS.

| | | |
|---------------|-----|-----|
| Lambs, prime | .21 | @23 |
| Lambs, good | .18 | @20 |
| Sheep, good | .10 | @13 |
| Sheep, medium | 9 | @11 |

FRESH PORK CUTS.

| | | |
|--|-----|-----|
| Pork loins, fresh, Western, 10@12 lbs. | .14 | @15 |
| Pork tenderloins, fresh | .40 | @45 |
| Pork tenderloins, frozen | .35 | @40 |
| Shoulders, city, 10@12 lbs. avg. | .19 | @20 |
| Shoulders, Western, 10@12 lbs. | .12 | @13 |
| Butts, boneless, Western | .18 | @19 |
| Butts, regular, Western | .14 | @15 |
| Hams, Western, fresh, 10@12 lbs. avg. | .19 | @20 |
| Hams, city, fresh, 6@10 lbs. avg. | .26 | @27 |
| Picnic hams, Western, fresh, 6@8 lbs. avg. | .10 | @11 |
| Pork trimmings, extra lean | .14 | @15 |
| Pork trimmings, regular 50% lean | .8 | @9 |
| Spareribs, fresh | .9 | @10 |

SMOKED MEATS.

| | | |
|---------------------------------|--------|-----|
| Hams, 8@10 lbs. avg. | 22 1/2 | @26 |
| Hams, 10@12 lbs. avg. | 22 | @24 |
| Hams, 12@14 lbs. avg. | 21 | @23 |
| Picnics, 4@6 lbs. avg. | 16 | @17 |
| Picnics, 6@8 lbs. avg. | 15 | @16 |
| Bollettes, 8@10 lbs. avg. | 16 | @17 |
| Beef tongue, light | 20 | @22 |
| Beef tongue, heavy | 24 | @26 |
| Bacon, boneless, Western | .23 | @24 |
| Bacon, boneless, city | .20 | @21 |
| Pickled bellies, 8@10 lbs. avg. | .17 | @18 |

FANCY MEATS.

| | | |
|-----------------------------------|--------|---------|
| Fresh steer tongues, untrimmed | 26c | a pound |
| Fresh steer tongues, l. c. trm'd. | 40c | a pound |
| Sweetbreads, beef | 70c | a pound |
| Sweetbreads, veal | \$1.00 | a pair |
| Beef kidneys | 18c | a pound |
| Mutton kidneys | 11c | each |
| Livers, beef | 40c | a pound |
| Oxtails | 20c | a pound |
| Beef hanging tenders | 32c | a pound |
| Lamb fries | 10c | a pair |

BUTCHERS' FAT.

| | | |
|--------------|-------|-----|
| Shop fat | 2 1/2 | 1/2 |
| Breast fat | 2 1/2 | 1/2 |
| Eddible suet | 2 1/2 | 1/2 |
| Cond. suet | 2 1/2 | 1/2 |

GREEN CALFSKINS.

| | | | |
|-------------------|-------------|---------|--------|
| 5@ 9 1/2 - 12 1/2 | 12 1/2 - 14 | 14 - 18 | 18 up |
| Prime No. 1 veals | 11 | 14 1/2 | 15 1/2 |
| Prime No. 2 veals | 9 | 12 1/2 | 13 1/2 |
| Buttermilk No. 1 | 7 | 11 1/2 | 12 1/2 |
| Buttermilk No. 2 | 5 | 8 1/2 | 9 1/2 |
| Branded Grub | 4 | 5 1/2 | 6 1/2 |
| Number 8 | 4 | 5 1/2 | 6 1/2 |

BUTTER.

| | |
|------------------------------------|--------|
| Creamery, extra (92 score) | 22 1/2 |
| Creamery, firsts (88 to 89 score) | 26 1/2 |
| Creamery, seconds (88 to 87 score) | 25 |
| Creamery, lower grades | 23 1/2 |

EGGS.

(Mixed colors.)

| | | |
|----------------------|--------|----------|
| Extra, dozen | 21 1/2 | @ 21 1/2 |
| Extra, firsts, dozen | 20 1/2 | @ 20 1/2 |
| Firsts | 19 1/2 | @ 20 1/2 |
| Checks | 16 | @ 16 1/2 |

LIVE POULTRY.

| | | |
|------------------------------------|----|------|
| Fowls, colored, fancy, via express | 20 | @ 21 |
| Fowls, Leghorn, fancy, via express | 20 | @ 21 |

DRESSED POULTRY.

FRESH KILLED.

| | |
|--|----|
| Fowls—fresh—dry pkd.—12 to box—fair to good: | |
| Western, 60 to 65 lbs., to dozen, lb. | 22 |
| Western, 48 to 54 lbs., to dozen, lb. | 22 |
| Western, 43 to 47 lbs., to dozen, lb. | 22 |
| Western, 36 to 42 lbs., to dozen, lb. | 21 |
| Western, 30 to 35 lbs., to dozen, lb. | 20 |

| | |
|--|----|
| Fowls—fresh—dry pkd.—12 to box—prime to fcy: | |
| Western, 60 to 65 lbs., per lb. | 24 |
| Western, 48 to 54 lbs., per lb. | 24 |
| Western, 43 to 47 lbs., per lb. | 24 |
| Western, 30 to 35 lbs., per lb. | 24 |

| | |
|------------------------|----|
| Ducks— | |
| Western, good to fancy | 21 |

| | |
|--------------------------|----|
| Squabs— | |
| White, ungraded, per lb. | 40 |

| | | |
|------------|----|------|
| Young toms | 31 | @ 38 |
| Young hens | 31 | @ 38 |

| | |
|--|----|
| Fowls, frozen—dry pkd.—12 to box—prime to fcy: | |
| Western, 60 to 65 lbs., per lb. | 24 |
| Western, 48 to 54 lbs., per lb. | 24 |
| Western, 43 to 47 lbs., per lb. | 24 |

| | |
|--|--|
| Wholesale prices carlots—fresh centralized butter—90 score at Chicago: | |
| 28 1/2 29 1/2 Holiday 28 1/2 28 1/2 28 1/2 | |
| Receipts of butter by cities (tubs): | |
| Wk. to Prev. year. Since Jan. 1— | |
| Feb. 26. week. Feb. 26. 1931 1930. | |

| | | | | | |
|---------|------------|------------|------------|------------|------------|
| Chicago | 29,647 | 32,252 | 44,064 | 402,150 | 435,233 |
| N. Y. | ... 29 1/2 | ... 29 1/2 | ... 29 1/2 | ... 29 1/2 | ... 29 1/2 |
| Boston | ... 30 | ... 30 | ... 29 | ... 29 | ... 29 |
| Phila. | ... 30 1/2 | ... 30 | ... 29 1/2 | ... 29 1/2 | ... 29 1/2 |

| | | | | | |
|-------------------------------|---------|---------|---------|-----------|-----------|
| Total | 120,711 | 132,480 | 130,742 | 1,328,175 | 1,281,734 |
| Cold storage movement (lbs.): | | | | | |

| | | | | |
|----------|----------|----------|-----------|------|
| In | Out | On hand | week-day | Same |
| Feb. 26. | Feb. 26. | Feb. 27. | last year | |

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Position Wanted

Traffic Manager

Position wanted by traffic manager thoroughly grounded in shipping and freight rates. Know switching, peddler car and many other services. Handled all kinds meat, hides, tallow, casings, butter, eggs, etc., via freight, express, parcel post and truck. Guaranteed substantial saving in transportation bill. W-486, The National Provisioner, 407 S. Dearborn St., Chicago.

Curing Foreman

Position wanted as curing foreman, either working for me or overseas in large or small plant. Experienced in all new cures, fancy deli-cate bacon and hams or S. P. meats in very mild form. Can handle smoked meats, freezers, wine or pickle products. Best references. Report any time. W-480, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Sausagemaker, 45 years old, 30 years' experience, 8 years in this country, wishes to change position. Can take full charge of department and show speedy results. Specializes in fancy canned goods. Can figure costs. Will go anywhere on what have you to offer? W-460, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Meat Buyer

Position wanted as meat buyer with responsible firm operating market or chain of markets. Experienced in chain store buying and many years practical experience. Best references. W-472, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Superintendent

Position wanted by superintendent with many years' experience in various branches of packinghouse, killing, cutting, curing, refining, deodorizing, etc. Can produce goods at minimum cost that will bring repeat orders. All correspondence considered confidential. W-473, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

Bacon Slicer

For sale, Link-Belt bacon slicer, Type B with table; 3 extra sets of knives; \$500.00. FS-485, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Machinery for Sale

Four 4 ft. x 9 ft. lard rolls, complete with scraper knives, picket troughs, etc., belt drive; A-1 condition; two 4 ft. x 9 ft. double-drum lard rolls, top feed, complete with knives, etc.; eight 4 ft. x 9 ft. jacketed, cone-bottom rendering tanks, reasonably priced; two Skinner Uniflow engines, direct connected to two 200 K. W. D. C. generators. Send for details. Consolidated Products Co., 14-19 Park Row, New York. Barclay 7-0600.

Curing Vats

For sale, standard 1400-lb. curing vats. FS-489, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Position Wanted

Superintendent or Foreman

Position wanted as superintendent or foreman, or other responsible position. Twenty years' experience in hog kill and cut, pork pack and freezers, beef cut and coolers, export room, also office work. Well qualified; excellent recommendations. Married, age 45; good habits. Can put your job over. W-488, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Packinghouse Executive

Packinghouse operating and sales executive of wide experience, both domestic and foreign, is now available. W-487, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Expert, working sausage foreman with 27 years' experience in manufacture of all kinds of high-grade and medium sausages deserves connection with live concern. Steady, reliable, married man. Age, 45. Best references furnished. Willing to go anywhere. Geo. F. Bludau, 56 Tilton St., St. Paul, Minn.

Plant, Sales, Branch House Mgr.

For three years I successfully operated small plant, slaughtering beef, veal and pork; manufacturing sausage and boiling hams; and operating smokehouses. Prior to this, nearly 13 years with Armour and Company as a successful branch house manager. Know dressed beef, veal, fresh meat, provisions, butter, eggs and cheese, as well as by-products end of business. Can hire and train men to operate successfully, understand credits and collections, and how to build up business and good-will along with it. Single, can give surety bond, and excellent references as to character and honesty. At present employed, but leaving March 15th.

A. G. WILKINS
1890 Live Oak Street
Beaumont, Texas

Plants for Sale

Packing Plant

For sale, up-to-date packing plant; U. S. inspection; \$175,000 to \$250,000 year volume; only plant in north Idaho. Real bargain. Sudden death of owner reason for selling. FS-484, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Packing Plant

For sale, packing plant in Colorado. Business over \$100,000 annually; very profitable. Buyer should have from \$25,000 to \$50,000. Real opportunity for one, two or three capable men. Present owner retiring account age. FS-483, The National Provisioner, 407 S. Dearborn St., Chicago, Ill.

Plants for Sale

Sale in Bankruptcy

By order of the District Court of the United States, the undersigned will offer for sale the complete meat packing plant, including rendering and fertilizer departments and inventory of The New Zanesville Provision Company, located at Zanesville, Ohio. Fireproof and modern throughout. Ample refrigeration and storage. Fully equipped and in excellent condition. Government inspection. Trained organization intact.

Plant capacity 2,000 hogs and 200 cattle per week. Railroad service, water supply and sewerage unsurpassed.

Plant operating and serving a trade within a radius of 150 miles. Splendid territory with low selling cost. Inventory of meats and supplies approximately \$75,000.00, real estate and equipment appraised at \$153,000.00. Inspection of plant and equipment to those interested is invited.

Bids will be received on or before 10:00 A. M., March 27, 1931, and all bidders will be given the opportunity at a meeting of creditors in the office of E. R. Meyer, Referee in Bankruptcy, Citizens National Bank Building, Zanesville, Ohio, at 10:00 A. M., March 27, 1931, to make further bids. All bids subject to confirmation of the court.

NEW ZANESVILLE PROVISION CO.

C. O. Stewart, Trustee
Phone Main 1800
Zanesville, Ohio

JOHN MORRELL & Co.

OTTUMWA, IOWA

"Since 1827"

SIOUX FALLS, S. D.

*Hams, Bacon
Lard, Sausage
Canned Foods*



*Beef, Pork
Veal, Mutton
Mince Meat*

Stahl-Meyer

INCORPORATED

New York City, N. Y.

A Consolidation of

Otto Stahl's Ready to Eat Meats
Louis Meyer's Prepared Meat Products
Ferris Hams and Bacon

The Rath Packing Co., Waterloo, Iowa

Pork and Beef Packers

Blackhawk Hams and Bacon

Straight and Mixed Cars of Packing House Products

EASTER BRAND

Meat Food Products

25 Metcalf St.

The Danahy Packing Co.

Buffalo, N. Y.

Ask us for quotations
on Mixed Cars—
Canners—
Cutters—
Bulls

HAMPSHIRE
BRAND

Hams—Bacon—Lard—Sausage

Neuhoff Packing Company

Nashville, Tenn.

Shippers of Straight and Mixed Cars
BEEF, FRESH PORK and PROVISIONS

St. Louis Independent Packing Co.

Mixed Cars Pork, Beef, Sausage and Provisions

Main Plant: ST. LOUIS

Branch House: PITTSBURGH

Eastern Representatives

D. E. Foldenheimer, New York
L. M. Christian, New York
C. E. Dorman, Boston

The P. Brennan Co., Pork Packers

3927-3943 So. Halsted St.

Union Stock Yards

Chicago

Straight and Mixed Cars of
Packing House Products

, 1931.

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